



Lawley: question on Thatcher's role

Castaway Major denies job was delivered to him

By PHILIP WEBSTER
CHIEF POLITICAL CORRESPONDENT

JOHN Major yesterday bristled at suggestions that Margaret Thatcher had "delivered" the prime ministership to him, or that he regretted having overturned some of the policies most closely associated with her.

In his appearance on the 50th anniversary edition of Radio Four's *Desert Island Discs*, he said he had no idea whether he could have achieved the premiership without Mrs Thatcher's help. He strongly disagreed, however, when it was put to him that Mrs Thatcher had more or less delivered the job to him: "I

do not believe anybody delivers the prime minister's job and the votes of 300-plus MPs to anybody else."

He said: "The House of Commons is like a small village. Everyone there knows everyone else very well indeed. They know their strengths and weakness, and what to expect from them. Everybody knew a great deal about me. They knew who I was and what I stood for."

Sue Lawley, the presenter, suggested that that he must sometimes have wondered about Mrs Thatcher's reactions to his policies — for example, when the poll tax was dropped. Mr Major replied: "No. That is not so. Every prime minister

must make his or her decisions about what is right. Everyone must take their own decisions. Events move on. Prime ministers make events happen, and they have to respond to events."

It was the only overtly political interlude in a broadcast in which Mr Major sketched out more details of his early days, revealed a surprising impetuosity over some of the big decisions in his life and confirmed more graphically than before his obsession with cricket.

He chose as the luxury on his desert island a full-size replica of the Oval cricket ground, complete with bowling machine, on which he would be able to bat and bowl to his

heart's content. His castaway's records included a John Arlott commentary of Don Bradman's dismissal in his last Test in England.

He also indicated that today's "Honest John" nickname might be more apposite than thought. At the age of 12, he explained, he was sent to place bets on behalf of his neighbours with an illicit bookie who plied his trade in Loughborough Junction station. "That happened two or three times, until my father discovered it — and no more."

He disclosed that when his mother was pregnant with him she thought she had indigestion. "My mother was very slender. She had been a dancer in her youth. She

went to the family doctor complaining of indigestion, and he informed her it was not indigestion, but that she was seven months pregnant."

He proposed to his wife Norma after knowing her for only three weeks.

Mr Major chose to take with him Anthony Trollope's *The Small House at Allington*, and not *The Prime Minister* by the same author. His music choices ranged from Diana Ross to Elgar. A true politician, his final choice was Frank Sinatra's *The Best is Yet to Come*.

Matthew Parris, *Diary*, page 12
Middlebrow Masterclass, *Life & Times* section, page 1

Baker tells appeal court to reconsider explosives case

By RICHARD FORD, HOME CORRESPONDENT

THE home secretary has asked the Court of Appeal to consider reviewing the case of a businessman serving a six-year jail sentence after being convicted of making explosive devices.

Kenneth Baker has acted after a nine-year attempt by John Berry and his supporters to prove that he is innocent. His case was highlighted by Bernard Levin in an article entitled "Judges who flee from the path of justice", published in *The Times* six months ago.

He was convicted, and another man freed, after they had been charged with making explosive substances. Berry won his appeal, but the Crown went to the House of Lords, which reinstated the conviction and Berry subsequently failed to get the appeal court to reopen his case.

Last night, friends of Berry were hopeful that Mr Baker's intervention would lead to an early decision by the appeal court to reconsider the case, in which Berry was found guilty of supplying electronic

timers to the Syrian government in 1981. Berry, aged 55, from Brampton, Norfolk, is in Swaleside prison on the Isle of Sheppey. He is expected to make an early application for bail.

Lisa Berry, his daughter, said she was pleased that Mr Baker had been persuaded to seek advice from the appeal court. She said: "Obviously I am happy that the case is going back to the appeal court. It is great that my father now has another chance."

Mr Baker's decision was given to Berry by one of his friends who has been helping in the campaign to have the case reopened. John Smith, a Norwich businessman, said: "I telephoned the news of the breakthrough to Swaleside. It was the first time I have ever known John to be really excited. He told me that it was the best news he had received for ten years."

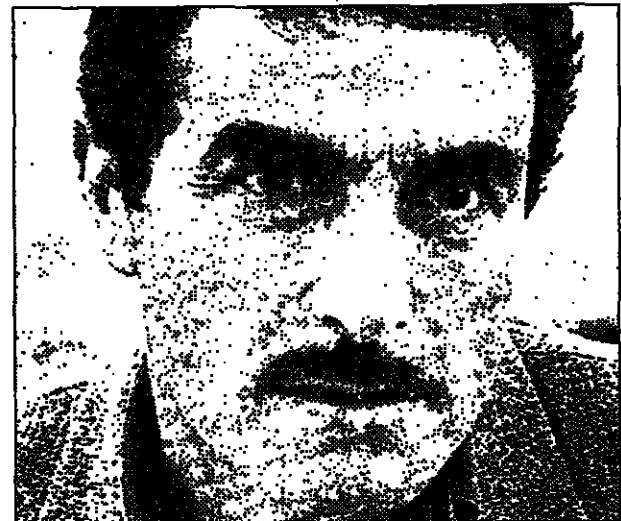
Berry, who had been involved in selling electrical equipment to Middle East government agencies, was

jailed for eight years at Chelmsford crown court in 1983, a sentence subsequently reduced to six years. The jury failed to reach a verdict on a similar charge against Jeffrey Smith, who had manufactured the timing devices. At a retrial, Mr Smith was discharged after the judge ruled that, since the timers were to be used outside Britain, no offence against British law had been committed.

In his original appeal, Berry's lawyer argued that the English courts had no jurisdiction over an offence to be committed in the Middle East; that the judge had wrongly refused to order further details of the Crown case; that the jury's verdict was unsafe because it was inconsistent with its failure to reach a decision in Mr Smith's case, and that the evidence of an expert witness was unsafe because terrorism had not been defined during the trial.

The appeal court overturned the conviction after accepting the first argument, but it did not make a decision on the three further points. The Crown appealed to the House of Lords on the jurisdiction argument, and it reinstated the conviction. While the case was being heard, Berry fled to Spain but, in February 1989, he was deported to complete his sentence.

He applied to the appeal court to "relist" his case so that decisions could be made on the other three arguments but, in October 1990, Lord Justice Watkins, sitting with Mr Justice Lincoln and Mr Justice Tucker, refused to reopen the case. Lord Justice Watkins said that it would be extraordinary if the appeal court could overturn the Lords' decision by again quashing the conviction.



Under review: John Berry, pictured in 1984

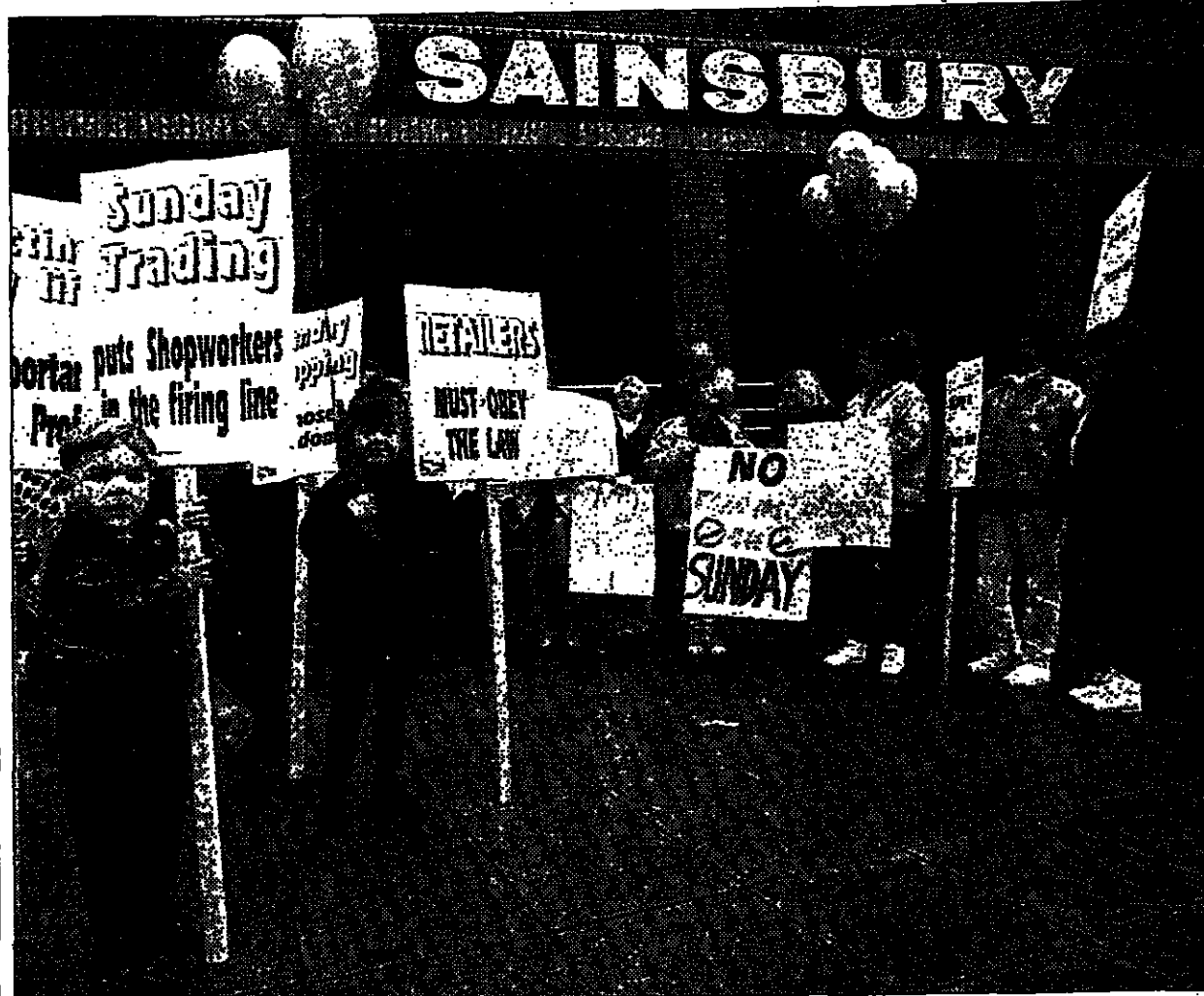
GULF WAR

Claims for compensation for loss and damage suffered in Kuwait and Iraq

The Official UN Compensation Commission Claim Forms are now available from:

NATIONALITY, TREATY AND CLAIMS DEPARTMENT,
FOREIGN AND COMMONWEALTH OFFICE
CLIVE HOUSE, PETTY FRANCE, LONDON SW1H 9HD
TEL: 071-270 4220 OR 071-270 4099

Anyone intending to submit a claim is advised to do so as soon as possible



Youthful protest: children joining in a Sunday trading demonstration organised by Usdaw, the shop workers' union, at Sainsbury's in Walthamstow, east London, yesterday. Stores threatened, page 7

Bishop condemns job cuts

THE Bishop of Durham stepped into the political arena again yesterday to attack the government for permitting the loss of 1,300 jobs in the Yorkshire coalfield. Allowing the cuts to go ahead was "short-term and stupid", the Right Rev David Jenkins told BBC Radio 4 (Bill Frost writes).

He said it was incredible after all the investment in the Yorkshire pits that British Coal had announced the loss of so many jobs. "We have become dominated by bottom-line profits in the next year only," he added.

The bishop's diocese last summer offered to act as a guarantor for £500,000 being provided to enable workers to take 25 per cent in a company formed to take over a Sunderland shipyard.

Election delays Brooke aim to restart Irish talks

By EDWARD GORMAN, IRELAND CORRESPONDENT

THE government's political initiative on Northern Ireland is expected to be put on hold today until after the general election.

Peter Brooke, the Northern Ireland secretary, will meet at least three constitutional party leaders at Westminster this afternoon, but a breakthrough is not thought likely.

He said the government hopes the party leaders will agree that low-level contacts with the Northern Ireland Office should continue, with preparatory background work by the parties, so that a new administration will be able to resume the initiative after the election.

The main stumbling block is uncertainty over the outcome of the election. Unionists feel it would be foolish of

them to guarantee in advance to resume talks after polling, if Labour is returned to power with its commitment to "unity by consent" in Ireland. The SDLP argues that it is unfair for it to begin formal talks and reveal its negotiating position on, say, power sharing and devolution, if the unionists retain the right to pull out when it suits them.

Official sources said yesterday that the government did not hold either unionists or nationalists responsible for what was being presented as the latest delay. The two sides were considered to be holding mutually exclusive positions on the implications of the election, both of which were being accepted as "understandable and reasonable." The sources also underlined

the importance of bringing the process to a clean halt.

While some outside observers will conclude that Mr Brooke's latest failure to proceed is further evidence that his approach is wrong and that a new policy is called for — for example, attempting a so-called imposed solution — Mr Brooke himself is still thought to be convinced that agreement is possible and will happen.

The Northern Ireland Office still holds the view that no new form of government in Belfast will work unless all the main participants are in agreement with its principles and practice, and that trying to impose from above is not practical unless all the parties to the negotiations request that it should be done.

The Northern Ireland Office also believes, unlike many independent observers, that a settlement is likely while Ian Paisley and Jim Molyneux remain at the head of the two unionist parties. It was being stressed yesterday that both the unionist leaders and John Hume of the SDLP and John Alderdice of the Alliance, have shown that they are serious about understanding each other's positions and capable of making compromises to reach consensus. In short, the political will does exist, the government believes, for real progress this year.

Letters, page 13

Whales 'should be privatised'

By MICHAEL MCCARTHY, ENVIRONMENT CORRESPONDENT

WHALES and elephants should be sold to private owners to be legally raised, bred and killed at maturity for their ivory tusks, doing away with the ivory black market, the principal incentive for poachers.

In a report that is radical even by its own standards, the institute claims that private property rights in endangered wild animals would give people an economic interest in conserving them, whereas, at present, their lack

of ownership leads to over-exploitation. "One never hears of cattle or dogs being on the verge of extinction," says the report, written by Robert Taylor of the University of Chicago. "Extinction is not a threat for such animals precisely because they are privately owned. Their owners have a vested interest in keeping them alive and healthy for either productive purposes (cattle) or private pleasure (dogs)."

should be sold to private owners to be legally raised, bred and killed at maturity for their ivory tusks, doing away with the ivory black market, the principal incentive for poachers.

Elder statesmen rue passing of the old order

By ALAN HAMILTON

PUT together three old Balliol men with 115 years' collective experience in the House of Commons, and what do you get? Complaints that things are not as they used to be.

Edward Heath, Denis Healey and Lord Jenkins of Hillhead, reminiscing on BBC Radio 4's *The World This Weekend* yesterday, achieved all-party agreement on the proposition that, in the era when the three were at the height of their careers, the Westminster chamber was better-mannered, better conducted, and altogether less of an unseemly bazaar. Why, you could tell a chap's party just by looking at him. Or so Roy said.

"In the old days, the party divide was a social divide. Broadly speaking, in the Fifties, without knowing who he was, you could tell a Conser-

vative MP from a Labour MP by looking at him, by looking at how he was dressed and at his general appearance."

Denis agreed, although acknowledging the inevitability of change as social divisions blurred. "Now you have lots of people on the Tory benches who look as if they are Labour, and on our side who look as if they might be Tory — but not quite so many. The average appearance is scruffily middle class."

Looking like a Tory today, Roy thought, meant looking like Peter Brooke, although he was obliged to admit that the Northern Ireland secretary, who favours the kind of indestructible hand-me-down three-piece suit beloved of the landed gentry, was the exception. The essence of Mr Brooke, Denis said, was a sense of noblesse oblige, which Margaret

Thatcher had destroyed in the Tory party and which had more or less vanished from the cabinet with the retirement of Willie Whitelaw.

Ted was more concerned with weightier matters, especially the standards of speaking and of behaviour in the chamber. "The standard has changed dramatically. It is surprising in a way, that television has not produced a better House of Commons. The shouting, the booing and the remarks are horrifying, and in the long term will be immensely damaging."

In his heyday, he said, the back benches contained many more landowners and prominent industrialists, who attended dutifully and spoke little, but when they did speak made an impact. Nowadays there were far too many flattering planted questions from backbench-

ers to the prime minister. Intelligent debate, with cut-and-thrust and proper winding-up speeches before a packed house, was largely a thing of the past, Roy suggested. "Now it is a quick snap question to the prime minister, and a quick snap answer to it. It is the soundbite technique (of television) introduced into the House of Commons."

One of the few detectable areas of dissent in almost thirty minutes of leisurely

Piper oil families abandon action

Relatives and survivors of the Piper Alpha disaster have given up trying to privately prosecute the platform operator Occidental for culpable homicide, they announced last night. They criticised Scotland's senior law officer for failing to prosecute the company over the world's worst oil industry tragedy, which claimed the lives of 167 men.

Legal advisers had warned the Piper Alpha Families' and Survivors' Association that the chances of securing a conviction had been reduced by a failure to obtain all available evidence and by the sale of the rig company. Association treasurer Ann Gillanders, who lost her husband in the July 1988 tragedy, said: "The anger and bitterness caused by the Lord Advocate's failure to prosecute will never subside."

The association plans to present its legal opinions to all political parties in the hope of promoting reforms. Mrs Gillanders said the group would now work for Disaster Action, the national organisation which seeks to ensure companies are held responsible for safety.

Greens to part

Sir Allan Green, the former director of public prosecutions who resigned last October after being stopped by police for alleged drunken driving, confirmed last night that he and his wife, Eva, are to separate after 24 years. Speaking from his home in Frimrose Hill, north London, he said: "The arrangement is a completely amicable one. The house is on the market and we hope to sell."

Cocaine found

Two men were remanded in custody after customs officers made what is believed to be their first seizure of cocaine in Northern Ireland — two kilograms, worth £500,000. James Eghedoyan, aged 50, and Francis Abiodun Oye, aged 31, from Nigeria, appeared before a special court last night after flying into Belfast airport from Amsterdam. They will appear before magistrates on Wednesday.

Eight injured

Eight people were taken to hospital, one with serious head injuries, after a teenage driver was involved in a series of crashes as he attempted to elude police vehicles in the early hours of yesterday. The youth, who was driving a car with three passengers on board, reversed into a police car and hit two stationary vehicles before colliding with a minibus in Brixton, south London.

Business boost

Small businesses will benefit from the problems of the property market, a survey by the National Westminster Bank says. Prices and rents should fall over the next three months and more properties suitable for small businesses should become available. Some 44 per cent of property values contacted expected prices to fall and 53 per cent said that they would stay the same.

First salmon

Robert McCready, aged 17, from Hoarwithy, Hereford and Worcester, caught a 17lb 8oz salmon at 1.30pm on the Wye yesterday, the first day of the season. His father, Alastair McCready, landlord of the New Harp Inn, said: "Catching such a big fish was a real surprise. In a good year you would expect to take several thousand salmon on the Wye. Last year the catch was probably in the hundreds."

LQ of 145
and Can't
Remember?

SEE FRONT PAGE
Ten Memory & Concentration
Sheets (Dppl. ISBN 0-7180-
8000-0, £4.95)
Please send me your free Memory booklet
with proof that this method really works
NAME _____
ADDRESS _____
Postcode _____
No stamps needed in UK

Trading standards officers fear cut-price canvas entrepreneur fails to put buyers fully in the picture

Art experts query dealer's bargains

By LOUISE HIDALGO



Millionaire: Alan Barker claims he gives value

THE activities of a wealthy art dealer who offers "original oils and watercolours" and "rare limited edition prints" at bargain prices in well-publicised sales are causing increasing concern in the art world.

Trading standards officers have received a string of complaints about the sales organised by Alan Barker through his company National Fine Arts at hotels up and down the country. The Fine Art Trade Guild, which regulates the trade, is concerned that customers at some of these sales are not getting the bargains that they expect.

Mr Barker describes his company as "liquidators", instructed to dispose of valuable art collections, including works by L.S. Lowry, David Shepherd and Sir William Russell Flint. "Creditors awaiting payment: no reasonable offer refused" say the newspaper advertisements.

Together with dealers and experts, *The Times* has accepted these invitations and been offered some questionable bargains. In the St Andrews suite at the Hilton National, in Bracknell, Berkshire, we spotted a pair of prints by Flint, marked at £250 each. A salesman said that we could have the pair

for £150, "a real bargain as they are rare book prints of which there are only about ten in the country".

Keith Gardner, an art dealer and director of Sir William Russell Flint Galleries, said the prints had been taken from the frontispiece of a 1988 biography of Sir William, which he co-authored. The book costs £35 and 30,000 copies had been printed.

At Letchworth, Hertfordshire, Denise Pointer, manager of a local gallery, noticed an oil by Tony Mercer, a contemporary British artist, priced at £695. A similar Mercer painting in her own gallery was priced £345. "We were told by the salesperson that the prices on the frames were gallery prices," Miss Pointer said. "The 'sale' price was half that, which would have brought it in line with the painting in my gallery."

Some of the work on offer at Mr Barker's sales is by unknown artists, so he provides a printed biography to help buyers judge their worth. Naick Gilgert, for example, is described thus: "Born Paris December 12, 1933. Studied at the Ecole des Beaux-Arts in Albi, birthplace of Toulouse Lautrec... member of the Dutch Association of Fine

Art." Officials at the town hall in Albi, Southern France, confessed sadly to *The Times* that it boasted no art school. Nor could Sotheby's in Amsterdam find any record of a Dutch Association of Fine Art.

Mr Barker's advertisements and the certificates of guarantee he provides state that his company is a member of the "Art Dealers' Association". No such body is listed in any official register and Mr Barker admits that it is a loose grouping of colleagues specialising in oils and watercolours.

His sales have attracted the attention of trading standards officers in many parts of the country. One in Manchester told *The Times*: "We were contacted by a gentleman who had bought a print for £39 at a National Fine Arts sale where he had been told it had been reduced from £99. A local dealer subsequently looked at it and said it was a laser print which would have cost no more than £2 to produce."

The Manchester official raised the complaint with colleagues in Southport, Merseyside, where National Fine Arts is based. It was one of 21 complaints they have received about the company in the past four years. They are powerless to act, how-



"Rare": two prints by Russell Flint offered for £150, taken from a £35 book

Converted stables are hub of empire

By TONY DAWE AND LOUISE HIDALGO

ALAN Barker claims to be a self-made millionaire and says that his success has prompted complaints more in envy than in an attempt to protect the public.

The hub of his empire is a modest office and warehouse in converted stables in Southport, Merseyside. From there he organises his one-day sales, which he says are only a fraction of his business. He claims to make more money dealing in art for private clients and in owning a Florida gallery.

He dismissed the complaints against him as petty, and insisted that his sales provided value for money. "It is not surprising that other art dealers complain,

for I come into their towns with a larger and better collection and offer works at cheaper prices."

He explained that some of the collection came from galleries which had closed, and some was stock which other galleries could not sell.

He justified the claim that his company acted as liquidators by saying: "To liquidate means to get rid of something. That's what it says in the dictionary and that's what I am doing."

He concluded: "I am not doing anything wrong. We are not operating a swap shop. If people decide they don't like a painting when they get it home, that's their bad luck."

Scientists plan delay in ageing

By KERRY GILL

RESEARCHERS in Scotland and Hungary are confident that they will soon be able to delay the effects of ageing in humans and its associated ailments. The treatment involves oil extracts distilled from plants.

Scientists at the Scottish Agricultural College will this week ask for £750,000 of European Community cash to develop research already done on rats and mice.

Some of the money will fund a three-year study on humans at the college. Stan Deans, a programme co-ordinator, said: "We have proved that a beneficial effect occurs in rats and mice, and the chances are that we would get the same effect in humans. The impact would be quite profound." Human trials would involve four other European research centres.

Plant oil extracts act as anti-oxidants. As humans age, the levels of key fatty acids begin to drop, which can lead to the onset of degenerative troubles. Dr Deans said that the trend was reversed when the extracts were fed to rats and mice. "We actually maintain or even increase the levels of fatty acids in the cells. We are not stopping the ageing process but we are slowing it down."

Last year the college sent plant extracts to the Semmelweis medical university in Budapest for animal trials. The plants included celery, thyme, dill, lavender, and peppermint.

Police surgeons seek safeguards

By FRANCES GIBB, LEGAL CORRESPONDENT

POLICE surgeons concerned about incompetence and poor standards among some colleagues are formulating proposals to the Royal Commission on Criminal Justice for a new independent professional body that would end their perceived ties with the prosecution.

The so-called police surgeons, mostly part-time GPs who are called in by police to give medical advice, are concerned about the increasingly frontline role they must take in court without adequate training. At a time when they have to give evidence in cases of alleged child abuse or police brutality, some of them are seeking a new independent institute to oversee training, standards and to ensure accountability.

Peter Green, a full-time police surgeon who prefers the description of forensic physician, is one of a group of 100 Metropolitan Police surgeons particularly anxious to see greater professionalism in their work. He said that most police surgeons were good and enthusiastic part-timers, but a small minority were deplorable.

"There are a few who are known to defence lawyers, and regularly used by them because they always come up with what is required."

Dr Green cites a story told among colleagues of a police surgeon called in to examine an alleged rape victim. The surgeon declared the victim to be "virgo intacta". Dr Green said: "It later turned out that the victim was a man

who had had surgery to become a woman, so there was no way this finding could have been made."

The title police surgeon is a misnomer. The job is done by GPs who are not policemen and are not surgically trained. They advise on such cases as drink-driving, assault, wounding and sexual offences.

Traditionally they work part-time but the trend is towards making the work a full-time post-graduate speciality which is seen as independent from the prosecution process.

The Police and Criminal Evidence Act 1984 has brought new pressures. "Before, lawyers would argue over what has been said on the tape in the police interview," Dr Green said. "Now they argue whether the defendant was fit to be interviewed."

There is also the dilemma that it is the police surgeon who often hears vital information from a defendant in custody. In spite of the doctor's confidential relationship with a patient, police surgeons may on occasion pass on what they are told, though such comments were made without a caution or any of the safeguards of the 1984 act.

In recent years, police surgeons have acquired a new respectability, particularly with the creation of a clinical forensic section within the Royal Society of Medicine. Many believe, however, there is still a long way to go.



A conductor of passion and compassion.

Many musicians consider Maestro Lorin Maazel to be the finest orchestral conductor since Toscanini. The comparison is significant, both musically and historically. For it was Toscanini who, in 1941, invited the 11-year-old Lorin to conduct the legendary NBC Symphony.

Today Lorin Maazel enjoys the admiration and affection of music-lovers the world over. Blessed with absolute pitch and an awesome memory, he has mastered virtually the entire classical symphony repertoire. He was the very first American to conduct Wagner at Bayreuth and Mozart at Salzburg. Since then he has conducted some

4,000 concerts around the globe and recorded 275 titles. His dedication to broadening the appeal of classical music through television has endeared him to a vast new audience of music fans.

With it all, Maazel retains a boyish sense of humour. He has written, for example, an award-winning comedy film, *A Week in The Life of a Conductor*, a parody of popular misconceptions.

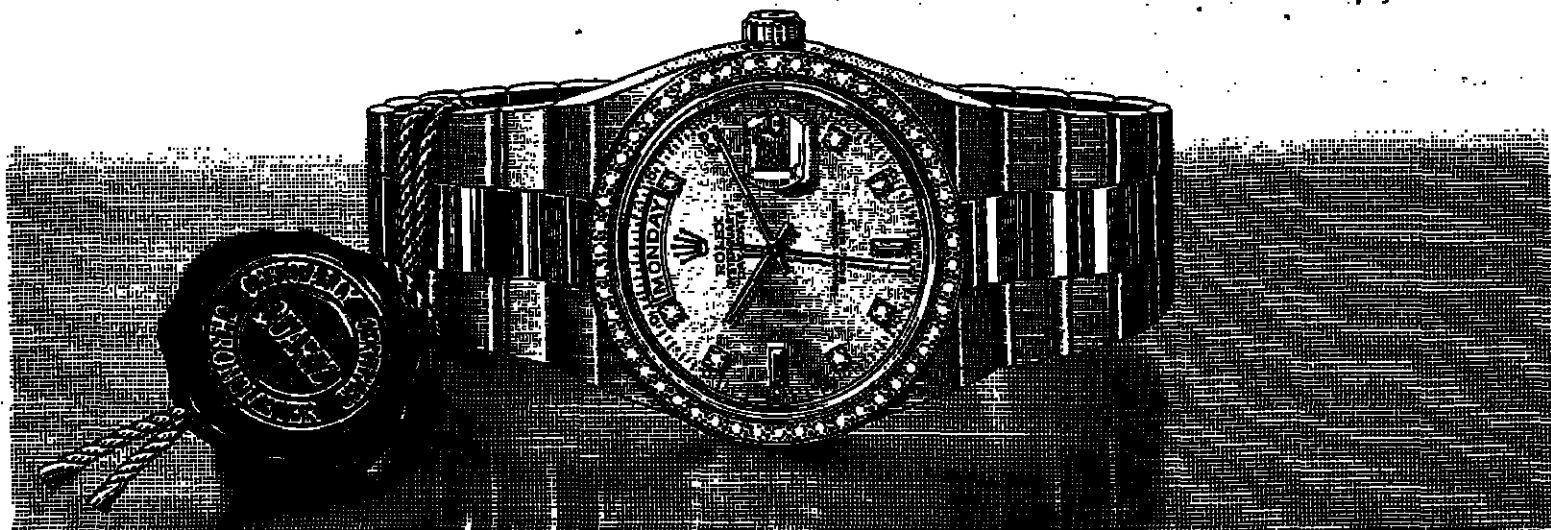
But the man who refuses to be stuffy about his profession is most serious about his music. "There is no music without Life, no Life without passion, no passion without compassion," he says. "A performance must be like Life itself."

Maazel realises his passionate beliefs in compassionate actions. Thus, most recently, his globally-televised CLASSIC-AID concert raised millions of dollars for the hungry.

Perhaps unwittingly, Maestro Maazel paid Rolex the greatest possible compliment when he stated, quite simply, "I have always worn a Rolex." For this is a man who has known since boyhood exactly what he wanted. His career has justified that early decision brilliantly.

And we are content that he also decided—years ago—that Rolex was his watch.

ROLEX
of Geneva



THE ROLEX OYSTERQUARTZ DAY-DATE CHRONOMETER IN 18CT. GOLD, BEZEL AND DIAL SET WITH DIAMONDS. ALSO AVAILABLE IN 18CT. WHITE GOLD.

Only a select group of jewellers sell Rolex watches. For the address of your nearest Rolex jeweller, and for further information on the complete range of Rolex watches, write to: The Rolex Watch Company Limited, 3 Safford Place, London W1N 0ER or telephone 071-629 5071.

Lawrence secrets exposed

By SIMON TAIT
ARTS CORRESPONDENT

PHOTOGRAPHS taken by T.E. Lawrence of the hideaway from which he planned and launched his attack on the Damascus-to-Basra railway in November 1917—which gave the late David Lean one of the most dramatic episodes in his film *Lawrence of Arabia*—have been unearthed in the Courtauld Institute's Conway Library and are to go on exhibition from Friday.

Original plate negatives exposed by Lawrence, by his brother, the archaeologist A.W. Lawrence, and by the writer Robert Byron were rediscovered by Lindy Grant, the library's medieval expert. The exhibition will mark the first time that enlarged prints have been taken from the original plates.

Dr Grant believes that the pictures were all taken while the three men were on separate intelligence missions. There are 20 by T.E. Lawrence, all taken on campaign in 1916 and 1917-18, two by his brother from the 1920s, and more by Byron.

The pictures of Lawrence's hideaway high in the Roman



Lawrence: lonely on his intelligence mission

fort at the oasis of Azraq show a crypt-like room with partly bricked-up arches, the floors strewn with rubble, straw and blankets used by Lawrence and his comrades. What appears to be a camel saddle hangs on a wall. A general view of the fort shows the partly ruined gate tower where the room was. "In loneliness, we learned the full disadvantages of imprisonment within such gloomy ancient unmortared palaces," he wrote of the room in *The Seven Pillars of Wisdom*.

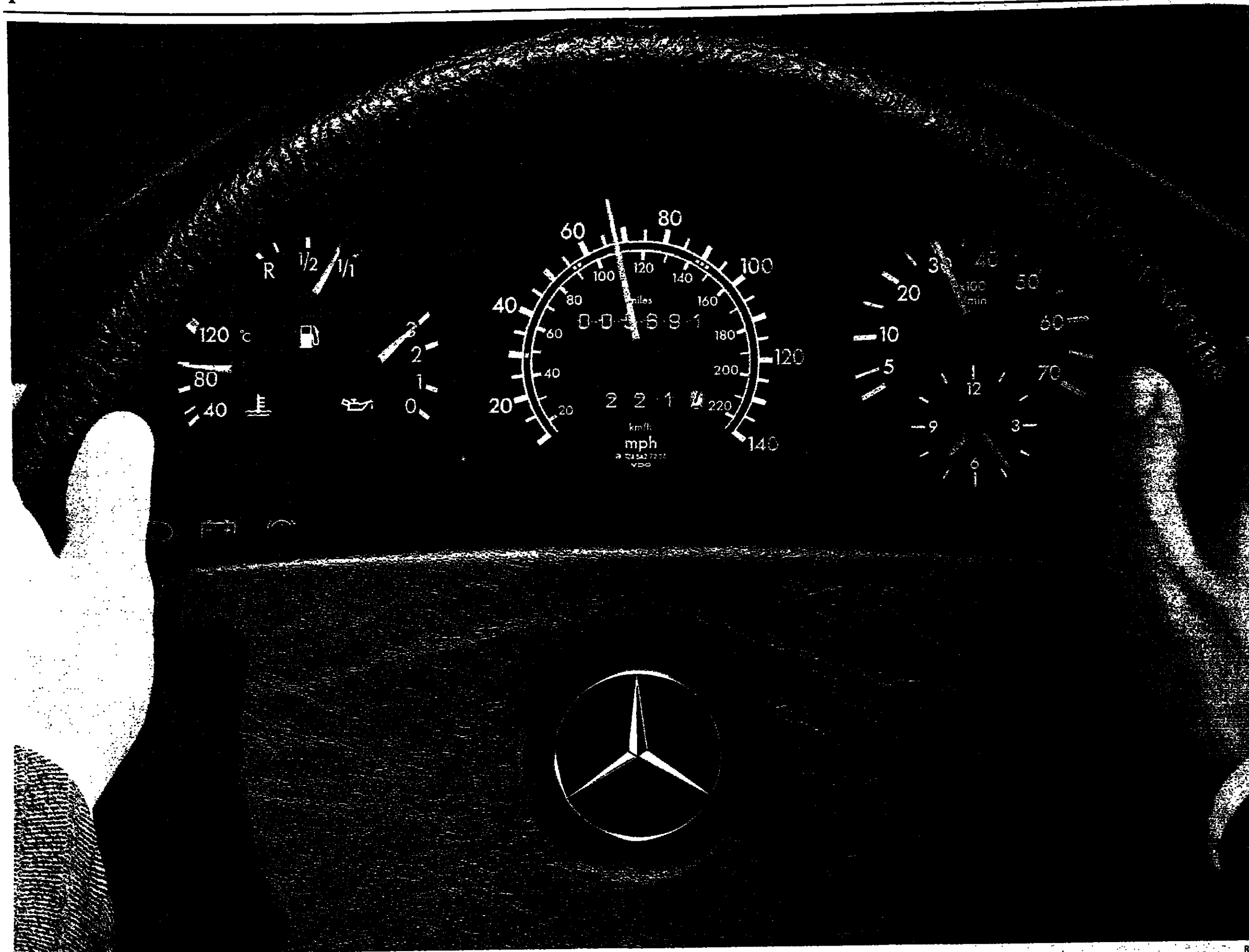
The negatives were given to the library by T.S.R. Boase, the director of the Courtauld

from 1937 to 1947, who was given the pictures by T.E. Lawrence's brother, Professor Boase also gave photographs taken by Byron in 1933-4 in Syria, Persia and Afghanistan.

Byron's largely architectural pictures correspond to the text of his classic of travel literature, *The Road to Oxiana*. At Herat, carpet bombed by Soviet aircraft during the 1980s war in Afghanistan, he found and photographed a 15th century citadel next to an arms dump. Having already secretly seen the citadel, he was allowed to visit it officially, accompanied by an army officer. "I now kept my eyes off the artillery park in order not to embarrass him," Byron wrote. "But my fancy lusted after it. I held the secret of a formidable armament, capable of withstanding, or worse, expediting, an advance of the Soviet army on India. I saw myself earning the VC and probably a seat in the Cabinet, by reporting its existence."

Along the Golden Road to Samarkand is at the Courtauld Institute Galleries, Somerset House, The Strand, London WC2, from January 31 to March 1.

Handwritten signature or mark at the bottom of the page.



When you've settled into a long motorway journey there's time to consider your surroundings. It's one of the times a Mercedes-Benz driver learns to appreciate how more than a century of automotive development has resulted in a driving environment that helps bring out the best in the man or woman behind the wheel. You're in a faultlessly constructed haven. The Mercedes-Benz 230E.

EVERYTHING YOU NEED TO KNOW - IN AN INSTANT

You scan the instruments as they tell their predictable tale: nothing untoward to report. Each of the thousands of precisely engineered components that make up this remarkable car is doing its job - actively or passively.

The miles roll effortlessly by. Mercedes' ergonomic specialists have tried to anticipate your every need.

The information you require is there at a glance. There is no electronic gimmickry. To operate any of the controls is finger-tip simple. The only background to your relaxed concentration is a subdued mechanical hum. Wind and road noise virtually absent.

How to improve your performance



Engineered like no other car

PEACE OF BODY AND MIND

Here is a driving experience like no other. You feel the car's sensitivity through your fingertips, its considerate design shows in the relaxation of your shoulders and a general feeling of well-being. You're cocooned in a safety cell built by the inventors of the safety cell. The vault-like body is welded at more than 5000 points. The design of the body shell has been painstakingly developed to help the dissipation of energy in the event of an off-set frontal collision. Little is left to chance.

NOW IT'S YOUR TURN

Alert but relaxed - you're in an ideal mood for the meeting ahead. And when you draw into the visitor's parking slot, the initiative remains firmly in your grasp. Because, when you step, refreshed, out of a 230E, you can be sure that the calibre of your transport has been duly noted. But the part its performance plays in your performance can remain your secret.

For more information, please contact your local dealer. Or call 081-554 5000, or write to Dept. 124/7, PO Box 151, London E15 2HF.

Thousa
and ci
foistec

arly start
lessons
lacked

lose My
British fil

Thousands of stolen crashed cars offered on dealers

LEASON, MOTORING CORRESPONDENT

HPI's managing director, is telling car buyers to be on their guard, as his group's figures show only the tip of an iceberg.

Many cars change hands in private transactions, so that the first a buyer may know of a problem is when he finds himself involved in a police investigation. Even though money may have changed hands, the stolen car remains the property of its original owner and has to be handed back if traced.

That would leave the unsuspecting buyer of the stolen car with a big financial loss. Mr. Leo said, particularly if the stolen vehicle was an expensive sports or luxury model, a favourite target for professional thieves. Mr. Leo said: "A dealer could suffer financial loss which could potentially ruin his business. The financial loss for an individual who inadvertently buys a stolen car can also be devastating."

HPI keeps a computer register of finance agreements on new and used cars, enabling dealers to cross-check registration and vehicle details. One in every 103 enquiries in the 1991 fourth quarter resulted in the tracing of a stolen car.

The number of crash-damaged vehicles being offered to

dealers is also worrying the motor industry. HPI's figures show that 112,000 cars were offered to dealers last year which had been the subject of insurance claims for serious crash damage, compared with 98,000 in 1990. One of every 27 enquiries to HPI by dealers whose suspicions were aroused uncovered a car which had been seriously damaged.

Mr. Leo said: "We have all heard of unlucky individuals who buy a used car, only to find out it belongs to someone else. But stories also abound of cannibalised cars with the chassis of one vehicle and the body of a second stolen vehicle sold on to an unsuspecting buyer, who suffers a very real risk, not only of financial loss, but also of driving a potentially unroadworthy vehicle."

He hoped greater awareness of the risks of buying a stolen car would help to combat the increase in stolen vehicles being offered for sale.



Times past: The King's Army, a Civil War society, restaging the execution of King Charles I in London yesterday, four days before the anniversary. Alice Constable, aged two, tries hard not to cry

Hospital implant ban lifted

THE National Hospital for Aesthetic Plastic Surgery, in Bromsgrove, Worcestershire, will lift its self-imposed ban on breast implants today. The hospital, which normally carries out about 550 implants a year, said that there was no medical evidence to justify the ban.

The hospital announced a 45-day halt to operations earlier this month, but more than 70 women whose operations were postponed told the hospital's director, John Terry, that they still wanted silicone implants. The hospital said that it decided to lift the ban after Kenneth Calman, the government's chief medical officer, gave assurances on the safety of the operations.

In the United States, hospitals have been recommended not to carry out operations pending a 45-day safety review. Mr. Terry said: "We have not paid attention to what is going on in America because it has got out of control. There are too many lawyers in the operating theatres."

The hospital believes that it has lost £300,000 in cancelled operations.

£1m given to Muslim school fund

A NATIONAL charity to promote Islamic education was launched yesterday with an anonymous donation of £1 million. The Muslim Education Foundation aims to collect "a great deal more money" to prop up existing independent schools and to help to fund the launch of others.

Foundation academics said that Britain's two million Muslims were incensed at the government's refusal to provide money for Islamic education. Fazlun Khalid said: "We are being discriminated against. The government supports Roman Catholic, Anglican and Jewish schools, but repeatedly denies us the same rights and privileges." The existence of Christian schools in Muslim countries exposed the British government's failings, he said.

A conference at which the foundation was launched passed a resolution calling for Muslim parents to withdraw their children from state school sex education classes. Moeen Yaseen, of the foundation, said that delegates felt traditional moral values in the teaching of sex education had become distorted by liberal ideology and the fear of Aids. The resolution was overwhelmingly supported.

Life & Times, pages 7, 9

Eyes wins m award

Alan Rickman, who also starred in *Close My Eyes* and *Truly, Madly, Deeply*, won best actor award for his role as the sheriff of Nottingham in *Robin Hood, Prince of Thieves*, with Kevin Costner. The Peter Sellers Award for Comedy, presented by the producer David Puttnam, went to Dick Clement, Ian Le Frenais and Roddy Doyle for *The Commitments*, which starred Irish newcomer Andrew Strong as the singer in a soul band.

The award for best screenplay was presented to Neil Jordan for *The Miracle*, while the award for technical achievement was won by Sandy Powell for *Edward II*, *The Miracle* and *The Pope Must Die*.

The ceremony is to be screened on Thames Television tonight.



film *Close My Eyes*

FREE MONEY.

There's no catch. By simply inviting a Barclays Financial Specialist to take a critical look at your savings, investments and pension arrangements you could discover ways of reducing the amount of tax you pay.

And, call it what you will, money saved due to a reduction in your tax liability is money safely back in your pocket.

For example, did you know you could save

and invest without paying any income tax or capital gains tax? Or that you could boost the tax benefits you get on your pension by making extra contributions?

Either way, now is the time to take action because the end of the tax year (April 5th) is only just around the corner.

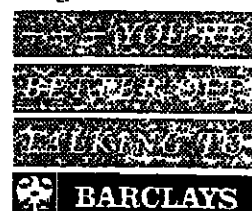
All you need to do to set the wheels in motion is to call into your nearest Barclays branch and ask

all about making the most of your financial future. Alternatively you can call us free on 0800 585941 quoting reference number TMS2 and we'll arrange for one of our Financial Specialists to see you. He or she will then be in contact with you to set up a mutually convenient meeting.

And don't forget, like a financial windfall, our advice is completely free.

YOU DON'T HAVE TO BANK AT BARCLAYS TO TALK TO A BARCLAYS FINANCIAL SPECIALIST.

Published by Barclays Financial Services Ltd. The Principal, 8 Bedford Park, Croydon CR9 2XS. Registered in London, England. Registered Office: 54 Lombard Street, London EC3P 3AH. Barclays Financial Services Ltd is an appointed representative of the BNL Group of Companies. Barclays Bank Trust Co Ltd - Member of IMRO. Barclays Unicom Ltd - Member of INBRO and authorised by NFI. Barclays Life Assurance Company Limited. Registered in the United Kingdom. Barclays Bank PLC is a member of NAB.



Who says the biggest can't be the best?

ALLIED DUNBAR

LIFE MANAGED FUNDS
40 LARGEST FUNDS WITH A 5 YEAR RECORD

Position	Company Name	Fund Size (£m)	Average Ranking
1	Allied Dunbar	2822.8	8.8
2	Equity & Law	2027.0	8.7
3	Barclays Life	1230.8	8.5
4	Standard Life	1154.4	8.4
5	Prudential	1055.0	8.3
6	Tranchem	1045.0	8.2
7	Central Life Insurance	1040.0	8.1
8	Agnew	915.0	8.0
9	Royal London	885.0	7.9
10	Sun Life Insurance	865.0	7.8
11	London & Lancashire	855.0	7.7
12	London Life	785.0	7.6
13	Albany	765.0	7.5
14	Sun Life of Canada	745.0	7.4
15	Cornhill	725.0	7.3
16	Albany	705.0	7.2
17	Sun Life Insurance	625.0	7.1
18	Pease	545.0	7.0
19	General Insurance	515.0	6.9
20	TSB	495.0	6.8
21	Scottish Equitable	385.0	6.7
22	Wife Sumner	365.0	6.6
23	Confederation	315.0	6.5
24	Provident Mutual	295.0	6.4
25	M & S	285.0	6.3
26	Friends Provident	265.0	6.2
27	Prudential	245.0	6.1
28	Scottish Mutual	225.0	6.0
29	Scottish Widows	215.0	5.9
30	Sun Alliance	205.0	5.8
31	Scottish Amicable	195.0	5.7
32	NPI	185.0	5.6
33	Laurentian	175.0	5.5
34	GRE	165.0	5.4
35	Manulife	155.0	5.3
36	Barclays Life	145.0	5.2
37	Eagle Star	135.0	5.1
38	Cornhill	125.0	5.0
39	Prolific	115.0	4.9
40	Commercial Union	105.0	4.8

Allied Dunbar's Life Managed Fund has achieved the best average ranking over the last one, two, three, four and five years.

Proof that the biggest can be the best.

To arrange a meeting with one of our financial advisers, telephone our free 24-hour answerphone service on 0800 010700.



STOP PRESS: ALLIED DUNBAR UNIT TRUSTS - WINNERS OF THE 1991 SUNDAY TIMES 'UNIT TRUST MANAGERS OF THE YEAR UK FUND AWARD'
THE 40 FUNDS SHOWN ARE THE 40 LARGEST LIFE MANAGED FUNDS THAT HAVE A FIVE YEAR RECORD. THE DATA USED IS FROM THE FINANCIAL TIMES FINSTAT DATA AND IS CALCULATED ON AN OFFER TO BID BASIS AS AT 1 DECEMBER 1991. PAST PERFORMANCE IS NOT NECESSARILY A GUARANTEE OF FUTURE PERFORMANCE. ALLIED DUNBAR ASSURANCE PLC IS A MEMBER OF LAUTRO.

Sunday stores threatened by bigger rates bill

BY DOUGLAS BROOM
LOCAL GOVERNMENT CORRESPONDENT

SHOPS opening seven days a week may be forced to pay higher rates under a scheme being considered by ministers.

In an attempt to regain the initiative over Sunday trading, ministers are studying a plan to increase the rateable values of shops which open on Sundays. Efforts to stop Sunday opening have been frustrated by a challenge to the Sunday trading laws at the European Court.

Local authorities, which are responsible for enforcing the law, have been warned that if they prosecute or attempt to close shops on Sundays, they may end up having to pay substantial damages.

Under a plan proposed by David Weeks, Conservative leader of Westminster city council, the rateable value of shops which open on Sundays would be increased to reflect the enlarged opportunities for profit. The idea is being examined as a means

of curbing the growth in Sunday trading until the issue can be fully resolved.

In the case of some of the larger supermarket chains, which led the current rebellion by opening in the run-up to Christmas, the change could increase the rates bill of a large superstore by more than £10,000 a year.

A senior Whitehall source said yesterday: "The advantage with Mr Weeks' scheme is that it would hit businesses which break the law precisely where it hurts them most, in their profit margins."

"The shops are only breaking the law because they want to increase their profits and an increase in their rates could wipe out most not if all of the extra profits they stand to make, especially in a recession."

Mr Weeks said: "Under the old domestic rates, if you added a conservatory to the back of your home the rates went up because it made the property more valuable. In the same way, a shop which can trade seven days a week is worth more to its owner than one that can only open for six."

However, the Institute of Rating, Revenues and Valuations, the professional body for valuers, said that changing the regulations to make Sunday opening "a material change of circumstance" could lead to shops which open for less than six days a week seeking reductions in their rates bills.

The most likely course would be for ministers to introduce new regulations adding a "Sunday premium" of one seventh by which the rateable value of shops opening on Sundays would be automatically increased.

• Sunday takings have slumped by up to half in corner shops near supermarkets which open seven days, according to the Federation of Small Businesses. Mr Stephen Alambritis said his organisation favoured all stores having the right to open on Sundays, but the existing law should be enforced until a solution is found.

Meanwhile, a group of large retailers opposed to seven-day trading has warned that a Sunday "free-for-all" was threatening the future of many local stores. Iceland Frozen Foods, the Co-op, Kwik Save and C & A said that the initial public reaction to Sunday trading was favourable, but claimed that prices would increase.



Deerstalker classes worlds removed from the atmosphere of the lecture hall, these students from Thurso College, on the northern coast of Scotland, are learning the finer points of stalking deer from their outdoor teacher John Waters on the Achenach estate near Thurso (Kerry Gill writes). The college, which has

easy access to shooting estates, fishing and stalking, runs the "classroom in the hills", a two-year course in gamekeeping that provides students with the expertise to reach the level of under-keeper. Rognvald (Ron) Taylor, the course director, said that it was introduced to meet demand from estate owners worried

that a traditional pool of labour was dwindling. It has proved so popular that the college received more than 200 applications for the 12 places this year. Mr Taylor said that successful students would get a Scottish Vocational Education Council qualification. "The objective is to produce keepers and stalkers, whose

theoretical knowledge is acquired primarily in the field, using the hillside as the course classroom," he said. Education and training at Thurso college spans a wide range from basic practical skills to honours degree courses. There are also places within the course under the youth training scheme.

Prospect nears of Bentley pardon

Home Office officials are studying a Scotland Yard report which could lead to a posthumous pardon for Derek Bentley, hanged on January 28 1953 for the murder of a policeman during a burglary (Stewart Tendler writes). A decision by Kenneth Baker, the home secretary, may be taken within weeks.

PC Sidney Miles was killed in November 1952 when police found Bentley and Christopher Craig on a London factory roof. Craig, then 16, fired the fatal shot. Bentley, aged 19, was said to have encouraged Craig with the words: "Let him have it, Chris."

A former officer who was on the roof has now said he never heard the words spoken and Craig, now free, has also denied that he was encouraged.

Poll challenge

Christopher Brocklebank-Fowler, the only Conservative MP to join the SDP, will stand for the Liberal Democrats at Norfolk South, the seat of John MacGregor, the Commons leader, at the general election.

Badger set

A special police squad, nicknamed the "badger set", has been set up in Oxfordshire to enforce the Badger Act, which gives greater protection to the animals.

Baby unhurt

Doctors said that the unborn child of a nine months pregnant woman beaten and raped in Belfast has not been harmed.

17% pay claim

The Association of University Teachers today lodges a 17 per cent pay claim for its 31,000 members.

Bond winners

Premium Bond winners this week: £100,000, bond 35DB 453100, from Bohon (£4837 holding); £50,000, 195F 314601, West Midlands (£442); £25,000, 8DL 536481, Bristol (£10,000).

Lawyers query right to silence

BY RICHARD FORD
HOME CORRESPONDENT

CONSERVATIVE lawyers are demanding an end to an accused person's absolute right to silence as part of changes to make the legal system less favourable to the guilty.

They want the defence to disclose the general outline of its case to the prosecution within 28 days of a person being committed for trial and the minimum age for jury service to be raised from 18 to 21.

Under proposals sent to the Royal Commission on the Criminal Justice System, the Society of Conservative Lawyers proposes the removal of the absolute right of silence to allow comment on a defendant's refusal to answer something requiring explanation.

Ivan Lawrence, Conservative MP for Burton, who helped draw up the proposals, said: "The society believes that the importance of these principles is that while providing greater protection for the innocent, they will tilt the scales of justice less in favour of the guilty."

Detectives fear nine boys dead

BY STEWART TENDLER
CRIME CORRESPONDENT

DETECTIVES investigating the possibility of a ring of paedophiles responsible for the deaths of up to nine children have appealed for public help in tracing six boys aged between eight and 16, missing from London since the mid-1980s.

Four men have been convicted for the death of Jason Swift, aged 14, in 1985 and one man was later also convicted of murdering Barry Lewis, aged six, who vanished from south London.

Now police working on Operation Orchid, set up in 1989 to look at the activities of the gang, are trying to trace four boys who went missing between 1983 and 1986. They are Michael Monaghan, aged 16, from Hayes, who vanished in 1984; Paul James, aged 16, missing from Brixton in 1984; Michael Maughan, aged eight, from Kentish Town, missing since 1985; and Desmond Ingram, aged 14, from Highbury New Park, who also vanished in 1985. Two other boys have been described only as Mark and Hussein.

Tide of realism ends £2 island poll tax

BY KERRY GILL

THE residents of Orkney are among the best payers of the poll tax in Britain, although this is not altogether surprising since the cost per head amounts to less than 4p a week.

But the 4 per cent of those eligible who continue to ignore the annual £2 poll tax bill are likely to be joined by others this year when the council increases the bill to £200.

Members of the traditionally non-political Orkney Islands' council, which must fix the tax level next week, realise that this may be the most unpopular move they will ever make, even though the revised charge will be considerably less than the Scottish average.

Nevertheless, the council has been advised by officials that the £2 poll tax "holiday" must end. The level was £142 until the government last year announced the £140 rebate for all payers. The tax was kept low because the council was able to call on its reserves, which had mounted up over the years.

Ronald Gilbert, the council's chief executive, said: "For the previous two years we were able to draw on our balance. Then the government came along with the

£140, and that is how it got to this ridiculous figure of £2. The council is now saying it cannot keep drawing money out of our balance."

He said his members might still decide to take money out of the coffers to keep the tax at a reasonable level.

Ernest Donaldson, a retired social worker, believed many of the 19,000 islanders would refuse to pay. "There are a lot of people who are hell-mad about this, and they won't pay. What about people on the outer islands? What services do they get from the council?" But another man,

who asked not to be named because he was a council employee, said the proposal would bring Orkney into line with other parts of the country. "At least we are getting back to reality," he said.

However, an Englishman, who recently arrived on the islands to set up in business, claimed the proposal had almost driven him and his wife back south. He said: "It has made us think twice about staying. The low level of poll tax was a huge bonus to someone trying to establish themselves in a new business venture."

Some locals claimed that the real reason for the planned rise was to help fund the long-running judicial enquiry ordered by the government after allegations of sexual abuse on South Ronaldsay. The enquiry, which began in August and is expected to continue until this summer, has cost the council about £36,000 a week. However the Scottish Office recently promised to pick up "all reasonable" costs.

The average Scottish poll tax bill is expected to be more than £300, with the average rise 25 per cent.

Times investigation

Number's up for telephone tricks

THE tabloid newspaper advertisement sounds intriguing. It reads: "Film extras required. Any age, shape, size or nationality. Call 0839 654156", and goes on to detail the 48p cost per minute of the premium rate call (36p cheap rate).

But callers seeking a glamorous life rubbing shoulders with the stars are unlikely to need an immediate supply of greasepaint. The recorded voice on the telephone offers no jobs. Instead, it offers to place callers on a register. It advises: "The procedure for becoming a film extra is quite simple. You need to find out which agencies are recruiting. This information can usually be found out in directories, entertainment publications and from established companies. Your local library can be of great help."

Alternatively, callers are told that they might like to consider becoming "talent scouts" for film extras, by sub-leasing a premium rate line of their own, hiring a similar recording and earning 14p per minute from each of ten simultaneous calls. "It's almost like free money," the voice says.

The Times listened to the voice for 20 minutes, at a cost of £9.60, before hanging up in mid-sentence.

The advertisement could now face a ban from The Independent Committee for the Supervision of Standards of Telephone Information Services, after an investigation of complaints from disappointed callers. From next Saturday, the nine-man committee, chaired by Louis Blom-Cooper, QC, will have stronger powers to adjudicate over allegations that the advertisement breaches its 1989

Michael Horsnell listens in to tempting phone services which may provide their callers with nothing but a big bill

code of practice. The complaint is one of 6,500 received by the committee last year of alleged abuses of premium-rate telephone services. Following investigations, 500 services have been withdrawn.

The advertisement for film extras is the brainchild of Henry Needham, who runs Caltek, a business promotions company based in Market Harborough, Leicestershire. Caltek rents the line from Premium Phone Services, of Northampton.

Mr Needham told The Times that the text of his telephone advertisement runs to six minutes 23 seconds, but we found that it was still going after 20 minutes. He said: "We do point out near the beginning that there is no guarantee of work and that people interested in becoming a film extra should not regard this as a new career move. We also state the name of the company in the first two minutes. There is no desire to mislead anyone. It's not my style."

Laurence Cullen, who runs

Premium Phone Services, said: "Although these jobs as film extras are available, they are not readily available. So, when Caltek came on to us, we had to make certain nothing was said that they were offering any jobs. The people who were replying would be able to deal with a register. We couldn't see them in the code as it stands. In all our contacts, we say client companies have to adhere to the code."



Blom-Cooper: majority of services are useful

Tougher code will cut off culprits

THE Independent Committee for the Supervision of Standards of Telephone Information Services is to be armed with a tougher code of conduct from Saturday to control the burgeoning industry which, by the end of last year, numbered an estimated 17,000 services. Louis

Blom-Cooper, QC, its chairman, said that the code, which contains stronger sanctions against those who break it, was necessary because the industry was constantly developing new services.

The committee's authority stems from contracts between the companies which run the

services and the network operators, BT, Mercury and Vodafone, to whom the committee is able to recommend penalties. These will include barring companies from providing a particular type of service or cutting off premium-rate lines for a specified period.

Business travellers to America who are serious about saving money. Call TWA.

NEW BUSINESS FLYER FARES

ECONOMY CLASS

£299

ONE WAY

BUSINESS CLASS

£499

ONE WAY

FIRST CLASS

£769

ONE WAY

TWA TO ANYWHERE IN THE U.S.A. FOR ONE PRICE. PLUS FREE STOPOVER PRIVILEGES.

No advance purchase. No penalties. Fully refundable.

From today, you can fly to ANY TWA destination within the U.S.A. for one fully refundable price which includes a free stop at one other TWA destination in the U.S.A.

"Best Business Class."

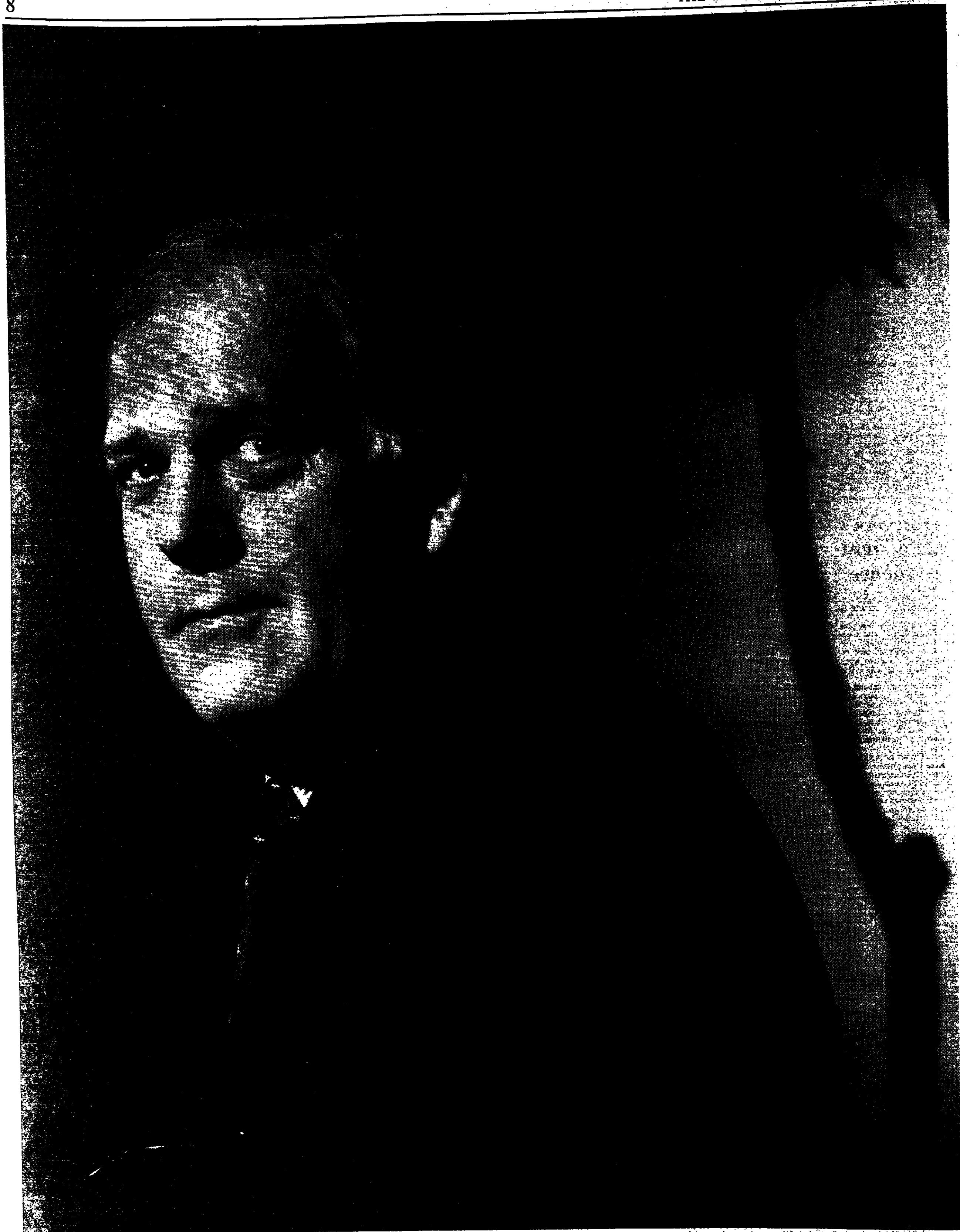
And while your company is saving money with TWA's specially reduced Business Flyer Fares, you can sit back and enjoy the service voted the Best Business Class of all US international carriers by readers of Business Traveler International Magazine, 3 years running.

Call TWA on 071 438 0707, 021 643 9700, 0800 22 22 22.

0800 26 22 22 or 0345 33 33 33 or your local travel agent.

TWA
THE BEST OF AMERICA

These fares are fully refundable. No advance purchase requirements. Reservations must be confirmed at time of ticketing. One stopover within the U.S.A. permitted. No coupon, certificate, promotional discounts or fare reductions apply. Tickets must be purchased by 20 Mar 1992. Subject to Government approval.



DR. MIKE SMITH, CHIEF EXECUTIVE OF ARGOS.

How I got where I am today

Dr. Smith is the man who pioneered electronic point of sale. He now heads Britain's biggest retail operation in small electrical appliances and power tools. How did he get where he is today? He moved his company where business costs are lower, where staff skills are higher and where the offices are among the most modern in Britain. If you would like to join him, ring Bob Hill, Commercial Director Milton Keynes Development Corporation, on (0908) 692692.

MILTON KEYNES

THE TIMES MONDAY
Memories

Clinton
on trial

Li seeks
to polish
China's
image

Moyr

Memories of Nixon rekindled as governor speaks out to silence his critics

Clinton fate hangs on trial by camera

FROM PETER STOTHARD, US EDITOR, IN WASHINGTON

THE presidential campaign of Bill Clinton, the Arkansas governor, languished yesterday, awaiting a television interview which could either clear away allegations of extramarital affairs or consign him to the footnotes of electoral history.

The millions who watched the Super Bowl last night were expected to stay tuned afterwards to watch Governor Clinton and his wife, Hillary, answer questions about their marriage which have been raised in an Arkansas law suit and a supermarket tabloid magazine. *Star* magazine claimed to hold tape recording of Governor Clinton's attempts to cover up an extra-

marital affair with Gennifer Flowers, a former singer.

Commentators described the appearance, on the current affairs show *Sixty Minutes*, as the biggest event of its kind since Richard Nixon's "Checkers" speech in 1952. Just as Mr Nixon answered charges of illegal campaign contributions with the admission of one gift, a dog named Checkers, for his daughter, so, it was said, Mr Clinton had to find some imaginative way of his own to still public alarm.

While the Clintons prepared for their ordeal by camera, their campaign received both good and bad news. The man who started the story, a

disaffected Arkansas government employee, dropped the libel suit in which he had named various beauty queens and aides who allegedly had had affairs with the governor. Although Larry Nichols did not fully recant his story, he apologised to the women and, in an admission of his motive in bringing the suit, said that "the feud is over".

The bad news came from the opinion polls in New Hampshire, where America's important first primary election is to be held next month. Governor Clinton has dropped 12 points in four days, according to a tracking poll of Democrat voters. After leading the field with 39 per cent support, he now stood at 27 per cent, level with Paul Tsongas, of Massachusetts.

Observers in the state capital, Concord, last week predicted that there would be some adverse reaction to the rumours but cautioned against writing off the Clinton campaign. "The people of New Hampshire are much more hostile to lies and evasion than to sexual infidelity," said one Republican supporting President Bush's opponent, Patrick Buchanan.

Governor Clinton welcomed the withdrawal of the law suit yesterday, saying that he respected Mr Nichols "for having the courage to come forward and set the record straight". Campaign aides expressed hope that the rest of the week would be dominated not by "decade-old rumours" but by President Bush's State of the Union speech tomorrow night.

The White House has made it clear that the new proposals for improving economic confidence constitute the key to the Bush campaign, which is currently doing substantially worse in New Hampshire than Mr Clinton's. The measures range from tax cuts for the much-courted middle class to money for controlling tuberculosis. The luxury tax on boats and expensive cars is also likely to go, after the discovery that such punitive policies deprive more poor people of jobs than rich people of their toys.

Congressional Democrats must soon decide whether to work with the president for a recovery package or against him in order to show the differences between the two parties in an election year.

Mike Barnicle, the Boston columnist, once described New Hampshire voters as the type of people who "take two hours to watch *Sixty Minutes*". Today powerbrokers will be spending many more than two hours on last night's programme and what Mr Clinton had to say.



Flowers: allegations of an affair with Clinton



Eye of the storm: Bill Clinton hugging his wife, Hillary, at a Manchester, New Hampshire, rally a day before his television interview over alleged sexual affairs

Militant Hindus' ceremony dims Kashmir peace hopes

FROM CHRISTOPHER THOMAS IN DELHI

HINDU hardliners raised the Indian national flag yesterday in the centre of Srinagar, the predominantly Muslim capital of the Kashmir valley. The freezing streets of the curfew-bound city were deserted, leaving thousands of security force officers as virtually the only witnesses of an event that has deeply embittered Kashmiri Muslims.

The brief ceremony was the culmination of an 8,000-mile *ekta yatra* (journey of unity) from the southern tip of India by leaders of the right-wing

Bharatiya Janata Party. Provocatively, it was conducted in Lal Chowk, the heart of the old Muslim sector of Srinagar.

The event has increased the Kashmir valley's sense of alienation from India, and further diminished prospects for a negotiated peace after almost three years of bloodshed. It also appears to have galvanised guerrilla groups into ending their rivalries, which could lead to an escalation of the separatist war. There is now unprecedented

polarisation between Kashmiri Hindus and Muslims, who lived peacefully together prior to 1989.

It has long been evident that practically the entire Muslim population of Kashmir favours breaking away from India. This sentiment must now have been reinforced, particularly as Delhi went out of its way to ensure that the flag-raising ceremony could go ahead. There is also deep resentment among Kashmiri Muslims that Srinagar was almost shut down for three successive days, preventing the poor from buying their daily essentials.

Despite its earlier defiant rhetoric, the Bharatiya party shied away from plans to lead thousands of Hindus into Srinagar in a convoy of vehicles. Security forces said it would be impossible to protect them from attacks by Muslim separatists. The government also gave a warning that such an assault could spark anti-Muslim riots across the northern heartland.

At the last minute, the government and the party secretly arranged for security forces to halt the procession before it reached the valley, allowing party leaders to put up a contrived protest. They were then flown to a deserted Srinagar, arriving late on Saturday night in an Indian air force all-weather plane after snow and wind had grounded a government-supplied helicopter. Throughout the night, the group could hear the distant crack of militants' rifles. The rest of India celebrated Republic Day yesterday.

Aquino candidate eases business fears

FROM ABBY TAN IN MANILA AND OUR FOREIGN STAFF

PRESIDENT Aquino's endorsement of Fidel Ramos, the former Philippines defence secretary, to succeed her has made him the strongest among ten candidates in the May election.

Notwithstanding the high-profile challenge from Imelda Marcos, the former first lady who is standing trial for corruption, Mr Ramos is, in Mrs Aquino's eyes, the best bet to block the Marcos family's political comeback. Her endorsement on Saturday eased the business sector's anxiety and their financial support for his candidacy gives him a further edge.

Her backing has also broken up the ruling Philippine Democratic Struggle party and is forcing a realignment

of many groups competing for the presidency. Many weaker candidates will be marginalised.

Mrs Aquino's choice was not only governed by his "win-ability" according to the polls. She appears to have more confidence in him than Ramon Mitra, the speaker of the House of Representatives and the ruling party's nominee, or Marcelo Fernan, a former chief justice, backed by the Roman Catholic church.

Mrs Marcos, who last week was the first to file papers contesting the elections, has compared herself to Mao Tse-tung's widow Jiang Qing, who took the blame for the excesses of her husband's rule.

Shamir hints at a deal with US

FROM RICHARD BEESTON IN JERUSALEM

ISRAELI yesterday vowed to continue building Jewish settlements in the occupied territories, although Yitzhak Shamir's government hinted for the first time that it would consider a compromise over its controversial construction programme in return for \$10 billion (£5.8 billion) in American loan guarantees.

Speaking to journalists in Jerusalem, Mr Shamir said contacts would continue with Washington to resolve the dispute over the loan guarantees, which the Bush administration declared on Friday would only be approved if Israel agreed to stop all new construction in the occupied West Bank and Gaza strip.

The disputed area, which is home to 1.8 million Palestinians and about 110,000 Jewish settlers, is currently the subject of delicate bilateral negotiations, which America and most of the international community believe are threatened by the unprecedented construction campaign, regarded as the chief obstacle towards resolving the Middle East conflict.

"The US understands that for us the building and development of all parts of *eretz Israel* [the biblical land of Israel including the occupied territories] is a matter of principle," said Mr Shamir. "We will now engage in a common effort to find a formula that will not contradict US policy or this principle of ours."

American and Israeli officials hinted that the compromise currently envisaged would allow Israel to finish construction of several thousand buildings already planned for the settlements, but would then impose a freeze on all new housing. In return, the Bush administration would approve the first annual instalment of \$2 billion in loan guarantees repeated over a five-year period.

Mr Shamir last week embarked on a re-election drive promising his traditional right-wing supporters that he would continue to build settlements and would never relinquish the West Bank and Gaza strip, which were captured by Israeli forces in 1967. However, his campaign platform has also emphasised the need to make peace with Israel's Arab neighbours, grant Palestinians self rule in the territories and simultaneously absorb hundreds of thousands of Soviet immigrants to Israel.

The resumption of peace talks was overshadowed in Israel yesterday when an Israeli army sergeant was killed and another soldier wounded during a clash in southern Lebanon with guerrillas of the Iranian-backed Hezbollah movement. Three Hezbollah gunmen were also reported killed.



Water wars, page 1

Sailor is rescued after raft ordeal

Tokyo: Miharuo Sano, aged 31, a Japanese yachtsman, has been rescued by a passing British cargo ship after nearly a month adrift on a life raft.

He was spotted at the weekend about 143 miles south of Chichijima island. He told marine police that he was the only survivor of the seven crew of the 42ft Taka, which capsized on December 29 during the Tokyo Cup race from Japan to Guam.

Mr Sano had drifted about 310 miles after his yacht had been swamped by a wave. He was exhausted and had suffered several scratches but could walk with some assistance. He was said to be in stable condition in hospital.

He had seen a rescue plane twice, but it failed to notice him. He finally attracted the Maersk *Cypress* when he waved his life jacket over his head. (AP)

Asia talks

London: The Association of South-East Asian Nations is opening a summit meeting that will set the seal on the region's shift from the Cold War era to the start of new, closer economic co-operation in the world's fastest-growing economic area.

Libya to help

Nicosia: According to the Libyan news agency, Libya will co-operate with a request from Boutros Boutros Ghali, the United Nations secretary-general, to aid investigations into the Lockerbie and UTA bombings, for which two Libyans are wanted. (AFP)

Police defended

Caracas: President Pérez of Venezuela has defended police suppression of protests over his economic reforms and has promised Venezuelans that the measures will pay off. People had complained about the use of tear-gas. (Reuters)

Team readied

Manama, Bahrain: A United Nations team prepared here for a mission to Iraq to dispose of munitions, including 46,000 chemical-filled bombs, shells and warheads. The team will work at Muthana, Iraq's main chemical arms site. (AP)

Poll victor

Nouakchott: Maouiya Ould Sid Ahmed Taya, Mauritania's military leader, won 62.8 per cent of the vote in the first open presidential elections, against 32.9 per cent for the main opposition candidate, but there were claims of poll fraud. (Reuters)

Rebel arrests

Kinshasa: Forces loyal to President Mobutu of Zaïre have rounded up rebel troops, seizing weapons, ammunition and looted goods, military sources said. The Israeli-trained special presidential division made scores of arrests. (Reuters)

Plea for aid

Dhaka: Bangladesh officials at this border camp are asking for international aid for more than 65,000 Burmese Muslim refugees escaping persecution by the Burmese army. (Reuters)

Unita claim

Luanda: Unita, the former Angolan rebel group, claimed that Angolan security forces carried out a raid which left four British tourists dead this month. Lieutenant Celestino Sapalo told reporters that he commanded the operation. (AFP)

Club killing

Coachella, California: Marcelino Sanchez, a nightclub singer, drew a gun and started shooting at the audience after a patron leapt on stage and shot him. A man was killed and ten wounded. Both the singer and the gunman were badly injured. (AP)

Naval scuffle

Hong Kong: A Hong Kong marine police launch had an armed confrontation with two Chinese warships on security duty for Deng Xiaoping, the senior Chinese leader, the *South China Sunday Morning Post* has reported here. (AFP)

High time

Kuala Lumpur: Drug addicts in Malaysia, hit by a supply shortage, have found they can get "high" by sniffing fresh cow dung through holes in a coconut shell. "You may find it smelly but for them it is heaven," a spokesman said. (Reuters)

Li seeks to polish China's image

BY DAVID WATTS DIPLOMATIC CORRESPONDENT

LIPENG, the Chinese prime minister, today begins his first tour of Western countries since the Tiananmen Square repression determined to restore China's international image.

Watching Mr Li's appearance at the United Nations last this month is a new effort to promote economic reform while restoring the public image of Deng Xiaoping, China's paramount leader and original champion of reform.

Mr Li, who lands in Rome this morning, will also visit Switzerland, Portugal and Spain, demonstrating how rapidly the West is acknowledging Peking's power — as a holder of a UN veto — as a nation which contributed to the conclusion of the peace agreement in Cambodia, which has influence in North Korea; and which is important to the success of any Middle East peace deal. But his European stops include none of the "top tier" countries with the greatest worldwide political influence.

No international sanctions of significance remained by lapsing and visits by John Major and Toshiki Kaifu, the then Japanese prime minister, have cleared the way for Mr Li's tour.

Mr Deng's appearance in China's booming special economic zones adjacent to Hong Kong is being likened to Mao's famous 1966 nine-mile swim in the Yangtze river which had the dual purpose of scorching rumours of his physical and political ill-health. Now it appears to be Mr Deng's turn to hurdle a reversal of the political tide and bring reform to the top of the agenda, once more. But there is no sign that the reform will encompass political changes as well as economic ones.

● Hong Kong: China has freed nine dissidents jailed without trial for their role in pro-democracy protests more than two years ago, an American human rights activist said. John Kaman, a Hong Kong-based businessman, said they had been free since November. (Reuters)



Dahmer: will give lurid details of the murders

Killer is to plead insanity

FROM JAMES BONE IN NEW YORK

THE Milwaukee serial killer who has admitted murdering 17 young men and boys, having sex with the corpses and keeping body parts in the fridge to eat, will try to prove at a court hearing starting today that he was insane at the time he committed the killings.

Jeffrey Dahmer, aged 31, who was arrested when a handcuffed man escaped from his home in July, is expected to provide lurid detail about the killings that would shock even the man-eating anti-hero of the film *The Silence of the Lambs*, Hannibal the Cannibal.

If his plea guilty-but-insane plea is successful, he will be sent to a secure mental institution with the remote possibility of being set free. However, if the jury finds he was sane, he will receive a mandatory life term for each of the 15 murders with which he is charged.

Gerald Boyle, the lawyer representing the former chocolate factory worker, said his client's confession would be read in full in court during the two-week hearing. "Every aspect of the killings, the motives and many other facets will be heard in open court," he said in a letter to the court.

The latest revelation about Mr Dahmer is that he tried to perform lobotomies on some victims to turn them into zombies whom he could keep around. Autopsies show 3-4mm holes in the skulls of at least three bodies.

Life and Times, page 6

Moynihan's Filipina widow primes son for life of a lord

FROM RENE PASTOR OF REUTERS IN MANILA

JINNA Sabiaga, the Filipina widow of Lord Moynihan said yesterday that she was determined to see Daniel, her 11-year-old son, grow up to be a "proper Englishman" and speak in the House of Lords.

Miss Sabiaga, aged 26, the fifth and last wife of the peer and *bon vivant*, said that to fulfil her ambition she was willing to endure any snub she might receive from the aristocracy. "The dream of my father, and of myself, is to see our son speaking in the House of Lords," said the former hotel receptionist who has a degree in business administration. "He cannot grow up here and then just take his seat in the House of Lords. He must learn the culture, the traditions of Britain. We have to educate Daniel... to become a proper Englishman."

The trustees of Lord Moynihan's estate said on Wednesday that Daniel, whose father died in Manila at the

age of 55 in November, has been recognised as a baron with the right to a seat in the Lords. Miss Sabiaga concedes that the aristocracy may ignore her as an unsophisticated Filipina who acquired her title by a fortuitous marriage. "There are problems, but I have to be strong. I have to be tough for Daniel's sake," she said. "But I am not worried. The people there are very supportive. I think they [the trustees of the estate] are quite proud since they acknowledged my son as the fourth Baron Moynihan."

Miss Sabiaga dismissed the threat by Lord Moynihan's fourth wife, Editha Ruben, to contest a decision disinheriting Miss Ruben's son. "She cannot really get anything, she really does not have any right at all to the title. She just talks and talks and talks. She will just regret it," Miss Sabiaga said.

Miss Ruben said that her son Andrew was the "right-

ful heir to the throne". She would leave her son, aged three-and-a-half, to contest the decision when he grew up. "What else is there to prove? There is no money in that title," she said.

"There is no doubt that Daniel was his true heir," Charles Vance, a trustee, said, adding that evidence proved Lord Moynihan was not Andrew's natural father. Mr Vance and his wife, Lord Moynihan's elder sister, Imogen, said they would act as guardians when Daniel and his mother arrived to ensure an education fit for a lord.

Lord Moynihan of Leeds, who twice fled Britain to escape prosecution, was implicated in a series of drugs and tax evasion scandals. To escape extradition, he moved to Manila in 1972 where he ran a chain of massage parlours and bars. His first wife was an actress and nude model. The second was a belly dancer and the last three were Filipinas.



Dreams of grandeur: Daniel Moynihan laughing with mother, Jinna Sabiaga, beside a portrait of his late father, Lord Moynihan, in Manila yesterday. Miss Sabiaga wants her son to be educated in England

10 OVERSEAS NEWS

German steelworkers down tools over Bonn's 'tax lie'

KLAUS Minkmar slammed his grimy fist into the palm of his hand as he left the huge Hoesch factory in Dortmund and demanded: "Why should I work hard and pay more taxes so that lazy Ossi (east Germans) can get paid for doing nothing?"

Yesterday he voted to strike and believes most of his workmates will have done the same. "We have the muscle and the right on our side," he said. "We will win, however long it takes."

Steelworkers at the factory and at Thyssen in Duisburg yesterday became the first of the 135,000 in northwest Germany to vote in the strike ballot. The result is expected on Thursday.

Germans are not used to long strikes, but IG Metall, the steel industry's powerful union, believes members are ready this time to hold out to

Steelworkers have voted to strike amid growing resentment towards their colleagues in former East Germany.
Ian Murray writes from Dortmund

achieve a big pay rise. "The government lied to us before unification and said it would not mean an increase in taxes," Hans Pielert, another Hoesch worker said. "After they were safely elected, they put the taxes up and now I am having to find an extra DM100 (€35) a month."

Hoesch dominates Dortmund. The huge factory is near the heart of the town and its steaming cooling towers and chimneys, its long sheds and warehouses, are a source of pride as well as wealth.

The then President Gorbachev came here on his triumphant state visit to Germany



Smoke signals: German steelworks are home to the powerful IG Metall union

are not careful they will be opening steel plants over there and we will all be out of work. We have had to work hard for more than 40 years to get where we are today. They want it all overnight."

Hoesch has just merged with Krupp, the other German steel giant, and the men fear rationalisation will in any event cost jobs. "We have

to show now that we are strong so that the employers respect us in future," Herr Minkmar said.

IG Metall, the strongest union in Germany, with four million members, is using the 130,000 steelworkers in the Ruhr to spearhead similar wage claims by other sections of the union. Other groups including bank employees and miners hope to capitalise on any success achieved by the steelworkers. Trade unionists all over the country are putting in pay claims up to 10 per cent this year to seek compensation for the government's "tax lie".

"We have got to win this dispute so that the government does not lie to us again," Herr Minkmar said.

The wives of the steelmen say they are ready to back the dispute, although few believe the strike will last long. "A few short warning stoppages

ought to be enough to convince the employers to see reason," said Angelika Riter, out shopping in the town. "Perhaps they will cave in as soon as they see how many are ready to strike."

The union needs 75 per cent support in yesterday's vote for its strike call and the union believes its membership will give it the necessary backing to call a ballot after nine abortive attempts to negotiate a settlement.

Not everyone is so sanguine, however. Johannes Preter was worried that militancy could backfire. "Look what happened to you British," he said. "Your strikes destroyed your industry and we could end up the same way if we are not careful. There is a lot of talk, but people here do not really know what a big strike can do. We have no real experience of them."

Baker seeks wide-ranging talks Yeltsin puts nuclear weapons on agenda

FROM PETER STOTHARD, US EDITOR, IN WASHINGTON AND OUR FOREIGN STAFF

NUCLEAR arms cuts and world economic problems return to the international agenda this week when James Baker, the US Secretary of State, meets President Yeltsin in Moscow. The talks partly concern the imminent Moscow round of the Middle East peace talks but will range over far wider issues.

Mr Yeltsin will also discuss these problems in London this week before attending a special session of the UN security council in New York. Mr Baker is expected to detail new American arms cuts which President Bush will announce in his state of the union speech tomorrow.

Unconditional cuts are expected in America's land-based multiple warhead missiles but other reductions in the nuclear arsenal are dependent on assurances from the former Soviet republics, chiefly Russia.

In an interview with Mr Yeltsin to be broadcast here this week the Russian presi-

dent says that those missiles still pointing at the United States will be turned away. "We want to change our military doctrine, no longer consider the United States our potential adversary, and turn our intercontinental ballistic missiles away from all cities of the United States," Mr Yeltsin tells Barbara Walters.

He gives no indication of where the missiles would be pointed instead. His words come as the Bush administration prepares for a new effort to renegotiate the 1972 Anti-Ballistic Missile treaty which restricts the right of signatories to develop defences against incoming missiles.

Mr Baker wants to persuade Mr Yeltsin of the danger for the former cold war adversaries of a world in which some 20 nations may be able to deliver nuclear warheads at their neighbours by the year 2000. When senior state department officials were in Moscow last week discussing the new republic's

Observers attacked at fiesta ritual

Madrid: A furtive video tape may lead police to the villagers in Spain who attacked photographers at an outlawed goat-tossing ritual, an animal rights activist said yesterday.

A crowd at the fiesta on Saturday in the village of Manganases de la Polvorosa injured two photographers, smashed several cameras and forced paramilitary civil guards to retreat from the town square. The civil guards failed to stop the ritual, in which youths threw a live goat off the church bell tower. After briefly hanging in mid-air, the goat landed on a blanket below and was carried away by villagers.

Since joining the European Community, pressure has increased on Spanish authorities to curb ritual animal abuse at yearly fiestas across the country. José Monge, of the National Association for Animal Defence said police in Zamora province, where the town is located, had requested a copy of a videotape shot by association members.

"It's a piece of evidence that could help the police identify the attackers," said Señor Monge, who added that he and other animal rights activists endured threats and intimidation during the festivities. But he expressed his doubts about whether punishment would ever be meted out. (AP)



Animal abuse: youths in the Spanish village of Manganases de la Polvorosa throwing a live goat from the belfry in defiance of a ban on the practice

EC farm ministers gloomy on Gatt

Brussels: Europe's farm ministers meet here today to discuss the common agricultural policy and the standstill in the world trade talks, but seem to have decided in advance that little progress towards resolving the linked problems will be made this week (George Brock writes).

A dispute between the European Community on one side and America and other food exporters on the other has deadlocked the Uruguay round of the world trade liberalisation talks held under the General Agreement on Tariffs and Trade for more than a year. The EC commission, acting for the Community's 12 member states, particularly at the prompting of France, has rejected a support reform included in a package deal proposed at all 108 Gatt countries earlier this month by Arthur Dunkel, the secretary-general of Gatt.

Enclave deaths

Moscow: Two people were killed and six wounded in separate clashes in Nagorno-Karabakh, the Armenian enclave in Azerbaijan. Heavy gunfire erupted at dawn in Shusha and later fighting broke out in the village of Karin-Tak. (AFP)

Airline vow

Paris: Air Inter said it would compensate "fully" passengers injured and families of those killed when its Airbus flight crashed into a mountain in eastern France last Monday. Eighty-seven people were killed in the accident. (AFP)

Nazi arrested

Vienna: Austrian police have arrested Hans Jörg Schimunek, aged 28, an able to Gottfried Küssel, the neo-Nazi chief for Austria and Germany. He was wanted for neo-Nazi activities. Küssel was arrested at the beginning of January. (AFP)

Belgians held

Vienna: Two Belgians were arrested on the Austria-Slovenia border when police found six Filipinos, four women and two men, in the boots of their Czechoslovakian car. They were apparently on their way to Italy. They will be deported. (AFP)

Holiday crash

Munich: Five people were killed when an engine on their aircraft caught fire and the plane crashed short of the runway at Munich-Riem airport, police said. Two people were returning from a holiday in Zurich which they had won in a lottery. (AFP)

More seek role in security meeting

By DAVID WATTS
DIPLOMATIC CORRESPONDENT

DECISIONS made at the Conference on Security and Co-operation this week may help shape a Europe stretching from the Atlantic to the border of the former Soviet Union and China.

Officials gathering in Prague today to prepare for the full meeting later in the week will face many new applications to join the body. Some applications have become almost routine amid great changes in Europe, but others are less expected, such as one from Kirghizia.

At the full meeting on Thursday, Douglas Hogg, foreign office minister, and foreign ministers from the other 37 members will need all their diplomatic skills to avoid a head-on clash over applications from Croatia and Slovenia, which could jeopardise the dispatch of a United Nations peacekeeping force to Yugoslavia.

British diplomats are hoping that careful preparatory work will pre-empt open confrontation that could see the Serbian-dominated rump of Yugoslavia block applications by the Croats and Slovenes under the provision for unanimity in the CSCE rules. Equally, Croatia and Slovenia could argue that Yugoslavia no longer qualifies for membership and should leave the organization to re-apply at a later date. Macedonia is also applying for membership but appears unlikely to succeed given its almost total lack of support.

The former Soviet seat in the CSCE has now passed to Russia and there is general agreement that the republics should join. Applications have already been received from Ukraine, Belorussia, Moldova, Armenia, Azerbaijan and Turkmenistan as well as Kirghizia. Ukraine and Belorussia, which are already members of the UN, may be admitted even before the meeting. Others will have to satisfy ministers that they meet the criteria for membership, which cover observance of human rights, military confidence-building measures and peaceful settlement of disputes.



Tbilisi's peace is rejected

FROM BRUCE CLARK
IN POTI

TENGIZ Baramidze, governor of the besieged Georgian port of Poti, said yesterday there was nothing he could do to persuade supporters of President Gamsakhurdia to accept the peace terms of the new Tbilisi regime.

The governor looked exhausted and under stress as he received visitors to the town prefecture in and around which hundreds of residents, staunchly loyal to the ousted president, are milling in anticipation of the building being stormed.

Mr Baramidze, after lamenting bitterly that the imperialist forces which had corrupted Christian Georgia's morality for 70 years were doing their worst again, said he had addressed a public meeting early yesterday. "I called on the people to think again; I said this was a fratricidal war in which much Georgian blood could be spilled, but they did not listen to me."

Mr Baramidze, whose town is guarded on two sides by forces of the new regime, said he was caught between his own strong personal support for Mr Gamsakhurdia and his wish to avoid bloodshed.

● Moscow: Georgia's ruling military council said yesterday that supporters of Mr Gamsakhurdia, in his stronghold in western Georgia, had rejected calls to negotiate. Meanwhile, a plane carrying about 20 of Mr Gamsakhurdia's relatives flew yesterday from the Black Sea town of Sukhumi to Grozny, capital of the Chechen republic in southeastern Russia. The Tbilisi military council's press service said. It was unable to say if Mr Gamsakhurdia was aboard. (AFP)

Renegade Serbs resist UN troops

FROM JOHN PHILLIPS IN ZAGREB

SERBS living in Croatia yesterday were quoted as remaining adamantly opposed to efforts by a United Nations emissary to prepare the ground for deployment of 10,000 peacekeeping troops in Yugoslavia.

Marrack Goulding, a British envoy responsible for UN peacekeepers, arrived in Belgrade last night at the start of a five-day tour to determine if a ceasefire enforced since January 3 is sufficiently durable to allow the "blue berets" to go to work. Mr Goulding told reporters he believed progress had been made during the tour toward enabling UN troops to be deployed.

But Milan Babic, the hard-line leader of Krajina, the main Serbian enclave in Croatia, once again rejected plans for Yugoslav army troops to withdraw from the region and be replaced by UN soldiers. "The basic fault with the present (UN) plan is precisely that Krajina is being demilitarised, but Croatia is not being demilitarised at the same time," Mr Babic told the *Borba* newspaper.

Mr Babic's refusal to cave in has surprised Slobodan Milosevic, the Serbian leader, and General Blagoje Adzic, the Yugoslav armed forces commander, with whom Mr Goulding was meeting yesterday, diplomatic sources say. But the Croat media regard the objections as a Serbian plot to continue the war.

Mr Goulding is to meet Mr Babic and Goran Hadzic, another rebel Serb leader, today and will tour the Krajina area to try to reassure Serbs that the UN can guarantee the protection for the population.

Republic plans vote on independence

FROM TIM JUDAH IN GRUDE, WESTERN HERZEGOVINA

A REFERENDUM on independence is to be held in Bosnia-Herzegovina on February 29. Serbs in the ethnically mixed republic increasingly demand union with all the Serbs of the old Yugoslavia, but western Herzegovina, which is mainly Croat, has already in spirit, if not yet in fact, joined Croatia.

Bosnian Croat police check cars entering their territory from other parts of the republic. On the frontier with Croatia they are nowhere to be seen. The Croatian flag is everywhere, radios are tuned to Zagreb and Croatia's currency is driving out the old Yugoslav dinar. "I'm not voting for an independent Bosnia or for Yugoslavia," said Niveska, serving drinks in a cafe in the solidly Croatian town of Grude. "I'm for secession. We all are round here."

On the Croatian side of the border police say that they will not set up customs and immigration controls, until western Herzegovina has decided its future. There is no notice saying "Republic of Croatia". The story goes that outraged locals took it down and moved it to the last point before Serb territory begins. Croats make up only 17 per cent of Bosnia-Herzegovina's 4.3 million people but, apart from the compact population of western Herzegovina, are spread through many other areas.

● Zagreb: Alija Izetbegovic, the president of Bosnia-Herzegovina, made clear here yesterday that the republic would not stay in a Yugoslavia dominated by Serbia, saying: "Our choice not to stay in a rump Yugoslavia is quite clear."

Cresson mobilises anti-racist assault on Le Pen

FROM PHILIP JACOBSON IN PARIS

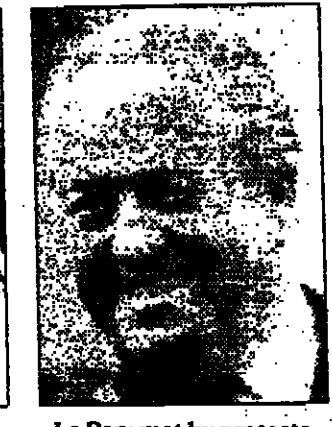
EDITH Cresson, the French prime minister, yesterday intensified her offensive against Jean-Marie Le Pen, the leader of the National Front party, urging supporters to prevent "extremists of the far right" from exploiting the growing concern in France over immigration.

Acknowledging that political passions were already running high, she said the National Front was intent on seizing the initiative on this issue during the run-up to March's regional elections. A week after Mme Cresson decided to take M Le Pen to court for calling her government a bunch of "crooks and gangsters", there can be no doubt that the Socialists have decided that they must hit



Cresson: recognises passions running high

a few days ago. M Le Pen was outraged when an hotel cancelled his booking for a press conference after a barrage of threatening telephone calls. Storming off to the town hall



Le Pen: met by protests everywhere he goes

in search of an alternative venue, the flustered National Front leader dashed first with Alain Carignon, Grenoble's conservative mayor, then with a councillor of Algerian

origin who denounced him as a racist (and was told to go home with the rest of the *Jellaghas*).

A call for "anti-Le Penism" to turn out in Nancy produced 6,000 people - three times as many as those listening to M Le Pen. In Caen, the authorities cancelled M Le Pen's planned public meeting for fear of trouble between his supporters and about 600 demonstrators.

The risk of violent incidents cannot be dismissed as the regional elections approach and the campaign of disruption raises tempers on both sides. M Le Pen may be seeking these days to convey the image of a political heavyweight, but there are plenty of toughs among his more devoted admirers. Some of his most determined opponents

are members of extreme left-wing factions who are no less averse to street fighting.

The National Front has already announced a "general mobilisation" to counter the efforts of what party propaganda claims is "a mob of caviar leftists, freemasons, stalinists, extremists, immigrants and racketeers". One of M Le Pen's most vicious critics, the group *OS-Racisme*, has called for the fight against the extreme right to be carried immediately into "every *département* and every town" in France.

However, as M Le Pen loves to point out, both the Socialists and the mainstream conservative parties have already made calculated appeals for what the polls suggest is a steadily increasing anti-immigrant vote.

Judgment day for women priests

A SUPREME court is tomorrow expected to open the way for the ordination of Australia's first Anglican women priests in a decision likely to provoke bitter protests and unrest among conservative clergy.

Acrimonious debate over many years was finally brought before the courts last week when a group of senior Anglican clergymen sought an injunction to stop Bishop Owen Dowling of Canberra from proceeding independently with the ordination of 11 women on February 2. On Friday, however, after hearing two days of submissions, Justice Andrew Rogers gave every indication that the women would succeed in their quest for ordination in the bishop's diocese. "I am firmly of the view that I should refuse to grant this injunction," Justice Rogers announced in the New South Wales Supreme Court in Sydney. His final judgment will be handed down tomorrow.

The sight of so many senior male Anglican representatives taking their grievances over women's status to a secular court — and the New South Wales commercial division at that — is a clear indication of the failure of the church to resolve the matter internally.

Bearing in mind the issue of a secular court ruling on an ecclesiastical matter, Justice Rogers, who might normally be deciding the fate of Australia's latest bankrupt entrepreneur, said: "This is a commercial court, but we can still recognise a cross."

A secular court rules on a church dispute. Robert Cockburn reports from Sydney

The Anglican Church here has been moving tentatively towards the ordination of women despite the deep divisions this has caused. Bishop Dowling does not have formal permission from the general synod for next month's planned ceremony.

The application against him was brought by the Rev David Roberts and the Rev Dalba Primmer, both priests in his Canberra and Goulburn diocese, and by Laurence Scandrett, a lay member. Supporting them, Dr Donald Robinson, the Archbishop of Sydney, told the court that the ordination of women would create division in the church leading to short-term chaos and long-term disintegration.

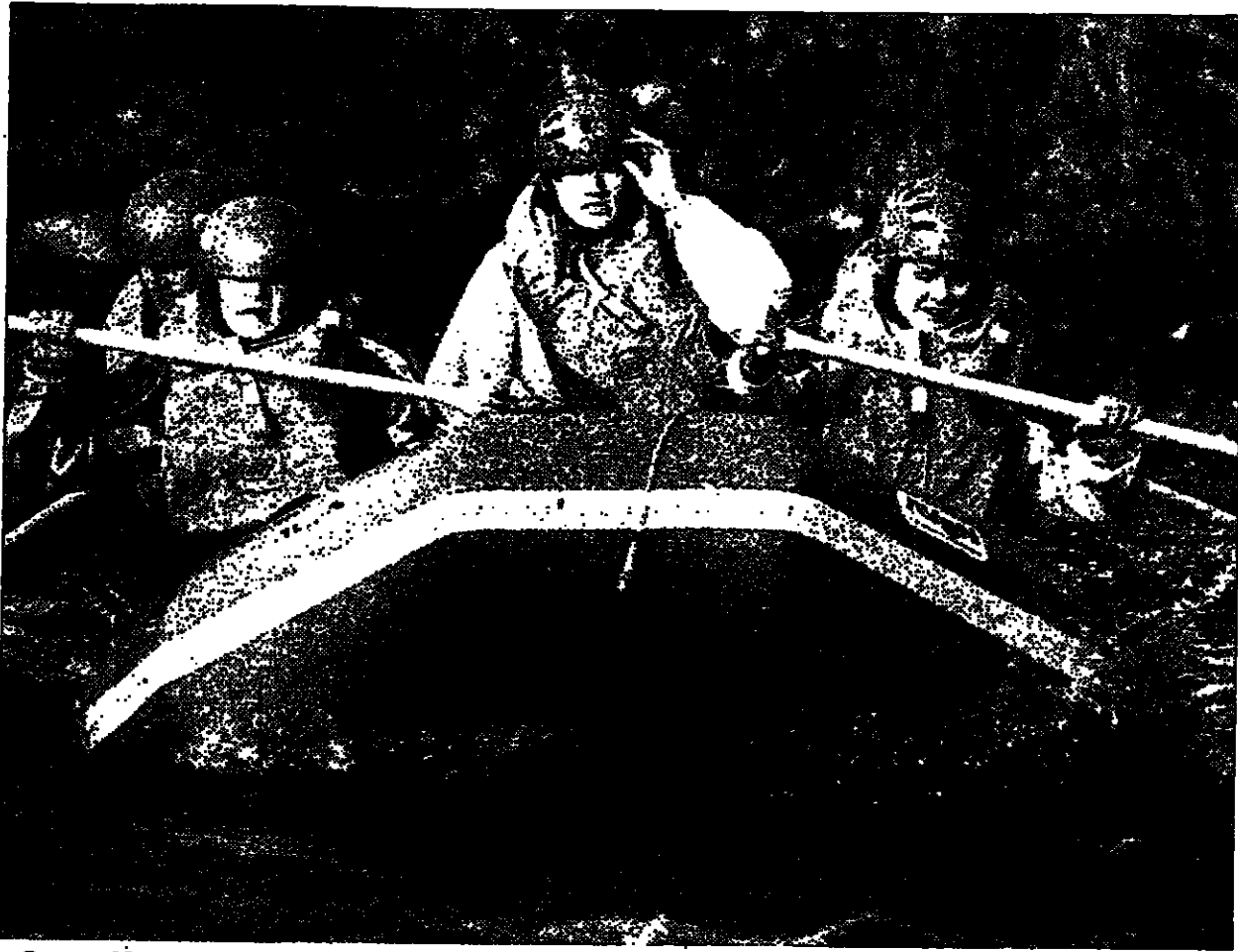
A confident Bishop Dowling, who arrived in court accompanied by Deaconess Vicky Cullen, who is awaiting ordination, said this view was inaccurate. If the judge granted an injunction, it would be disastrous, he said.

"People do not see it as proper that a civil court should inhibit the function of the church. The fact that we have women deacons has

meant that expectations have been raised, and if that should be stopped by a court... it would be regarded very grievously by many people," he said, adding: "It is my belief that more damage will be done to the church if women are stopped from being ordained than if they are ordained." The anti-ordination camp argues that women do not have the right to teach the Christian faith.

But it was Deaconess Cullen whose evidence put the debate into a human and mortal context. Arguing for women's ordination, she explained how she had recently been unable to celebrate communion with a woman parishioner in spiritual need.

Bishop Dowling announced his intention to ordain the 11 women on Christmas eve after the failure of the church's ruling body, the appellate tribunal, to arrive at a decision on the legality of women's ordination. In the civil court he has invoked New South Wales anti-discrimination laws to support his cause.



Outward bound: girls from Harrogate Army Apprentice College, aged between 17 and 19, are put through their paces in inflatable boats on the Ure river, near Ripon, North Yorkshire, in preparation for an expedition to the Himalayas this year — the first female recruits to go on such a trip

Chips are down for gourmets

BY ALISON ROBERTS

FROM the street cafes of Paris to the fish bars of Blackpool prom, Europe's catering industry has its collective back to the wall as the public count the cost of dining out.

A report out today from Foodservice Consultants Society International shows that last year Britons, along with the rest of Europe, spent far less on eating out than in 1990, with consequent casualties for the industry. The majority of restaurateurs cut their staff.

Burger bars and other fast food outlets suffered the most, with the higher price-range restaurants faring slightly better. Even in France, where the gourmet is said to be most at home, restaurants had a hard year.

Alan Dixey, manager of The Country Pie in Witney, Oxfordshire, said profits were down some 45 per cent on 1988. He said: "It's been awful. We have had to lose three staff members. This recession has affected me far more than any other."

Farewell to the Queen

Ottawa: Lawyers in Ontario, Canada's biggest province, will no longer be required to swear an oath of allegiance to the Queen on being called to the Bar. The Law Society of Upper Canada voted 30-5 to make the oath optional.

Tour finishes

Cape Town: Paul Simon's ground-breaking tour of South Africa ended peacefully when the singer gave his farewell concert here on Saturday. (AFP)

Speed limit

Paris: Transport minister Georges Sarre announced that a 37mph speed limit would be imposed on French highways when thick fog cuts down visibility. The decision follows a series of crashes in fog on Saturday. (AFP)

Video nasty

Taipei: A nine-year-old schoolboy hanged himself in his bedroom after his mother punished him for playing video games, police said. (AFP)

Lost notes

Barbours, California: Original scores by Beethoven and Mozart were destroyed when fire swept through a building here housing music scores and art, officials said. Damage from the blaze was estimated at \$7.5 million (\$4 million). (AP)

Green toy crusaders clean up

BY MATTHEW D'ANCONA

CHILDREN reared on the adventures of Batman and Superman will soon be invited to endorse the green politics of Toxie, an environment-conscious superhero, who heads the new Toxic Crusader range of toys. Toxie and his hideously deformed allies wage war on waste and the ecological unsound activities of the Killemore. Bonehead the acid rain biker and other nasties.

"It's cleaning time" may sound an unlikely battle cry, but Michael Lovelind, European marketing director for Bandai, the company which has brought the toys to Britain, said yesterday that the mop-toting Toxie was a hero whose time had come. "We found that children are tremendously conscious of environmental issues. This is a way of making children aware of these very serious issues through role playing."

The Toxic Crusaders will soon be joined by the Trash Bag Bunch, "gladiators of the rubbish dump", which will be launched by Hornby in February. The 36 figures will each be sold in bio-degradable rubbish bags which dissolve when immersed in warm water.

Green board games include Global Challenge, launched at the Toy Fair this weekend. It replaces the Trivial Pursuit categories with headings such as Marine Life, Pollution and Endangered Wildlife.

Tax-free. Risk-free. Hassle-free.

Who says there's nothing certain in this world?

Invest in National Savings Certificates and you can look forward to a five year guaranteed, risk-free return on your money.

And the good news is, you can now purchase them direct from us at National Savings.

Now which kind of risk-free National Savings Certificates would you prefer?

Choose 5th Issue Index-linked and you're guaranteed to beat inflation by 4.5% a year over the next five years.

Or choose 36th Issue Savings Certificates and you're guaranteed a return of 8.5% a year over five years, no matter what happens to other interest rates in between.

You can invest up to £10,000 in

each current Issue in multiples of £25.

Index-linked or fixed interest, every penny your money earns in National Savings Certificates is completely free of Income Tax.

You don't even need to declare them on your tax form.

If you'd like more information or a prospectus before applying, phone us free on 0800 868 700.

Remember, there's absolutely nothing safer than National Savings Certificates for a risk-free return.

And there's now a hassle-free way to buy them — by post, direct.

TO APPLY

Use the application form to buy by post — we pay the postage. (Or you can buy them at your post office where you can also get a prospectus.)

Complete the application form below and make your cheque payable to 'NATIONAL SAVINGS (SAVINGS CERTIFICATES)' — using CAPITAL letters for this part of the cheque.

Post your completed application form and cheque to National Savings, Freepost DU51, Durham, DH99 1BT.

NATIONAL SAVINGS

Star's history lesson

Actress Melanie Griffith says her latest film role opened her eyes to the severity of the Nazi Holocaust in the second world war. "I didn't know that six million Jews were killed," she told the New York Daily News. "That's a lot of people." Griffith, aged 34,



portrays a Jewish secretary turned allied spy in the wartime romance *Shining Through*, with Michael Douglas. She denied Hollywood rumours that she and Douglas became romantically involved. She is married to Miami Vice star Don Johnson. They have a two-year-old daughter, Dakota.

Entertainer Roy Castle was having tests in hospital last night after suffering from migraine. The 59-year-old, host of BBC TV's *The Record*

Breakers was admitted to the Thames Valley Nuffield Hospital, Wexham, Berkshire, on Wednesday. Castle, an accomplished tap dancer and trumpeter, had a hip replacement operation last year.

Sir Harry Secombe left hospital yesterday vowing to carry on with the show by interviewing the prime minister, who had visited him in hospital. Diabetic Sir Harry, aged 70, was taken to hospital for tests when he collapsed with a stomach bug while filming his programme *Highway in John Major's Huntingdon constituency*.

Police are considering whether to take action after a knife was found on England international John Fashanu at Heathrow. He was questioned but not arrested when the flick knife was confiscated at Terminal Two.

Monty Python star Michael Palin is to be honoured by Sheffield, where he made his stage debut at a preparatory school. He is to be presented with an honorary degree by Sheffield University.

Savings Certificates are sold subject to the terms of the relevant prospectus. When we receive your completed application form and cheque we will send you a copy of the prospectus. Once we have accepted your application we will send you your Certificate, normally within a month. The purchase date will be the date we receive your application. If, however, on receipt of the prospectus you wish to cancel your purchase tell us in writing within 28 days and we will refund your money. Please note that your application can only be accepted if the Issue you ask for is on sale when we receive it.

<ul style="list-style-type: none"> Index-linking Plus 4.5% a year Guaranteed if held for five years The-free £10,000 maximum investment Your money absolutely safe 	<p>5th ISSUE index-linked SAVINGS CERTIFICATES</p>	<ul style="list-style-type: none"> 8.5% a year fixed interest Rate of return guaranteed if held for five years The-free £10,000 maximum investment Your money absolutely safe 	<p>36th ISSUE SAVINGS CERTIFICATES</p>
---	--	--	--

Application to Purchase

Cheque Number Amount of cheque

Do you already hold National Savings Certificates? ☐ YES ☐ NO If you do, please quote your Holder's Number

M Surname Permanent address

All surnames

Date of birth (essential for under 70) Postcode TMS/C

Daytime phone no

I apply to buy 5th Issue Savings Certificates ☐ Please (tick one box only)

5th Issue Index-linked Savings Certificates ☐

I understand that they will be subject to the terms of the relevant prospectus.

Signature Date

NATIONAL SAVINGS

THIS FORM CANNOT BE USED TO PURCHASE CERTIFICATES AT A POST OFFICE OR BANK For National Savings use only

Why is Labour so polite?

The Opposition lost its killer instinct, then it lost support, says Peter Riddell

The Labour party faces the same dilemma as Alfred Doolittle in *Pygmalion*. It is a victim of middle-class morality. The party is trapped by its need to appear responsible and respectable. As a result, Labour has been fighting the pre-election campaign on the Tories' terms. What the party needs now is a dose of vulgar populism to shift the debate in its favour.

One of the puzzles of the past few months has been that Labour has not been performing better in the polls. The economic background has been bad for the government, with the predicted recovery not materialising. Yet Labour has not pulled ahead, as it did before past election victories — even if many Tories are being far too euphoric in assuming that they have already won the campaign. There is plenty of time for Labour's planned (and deliberately delayed) counter-attack over the public services. And there is no sign that voters are enthusiastic about re-electing the government.

In the short-term, however, the Tories appear to have edged into the lead in the week-end polls as a result of their offensive against Labour's spending and tax plans. But that is merely a symptom of the Opposition's difficulties. The real reason for the Tory advance is that Labour often sounds apologetic and defensive. It is still fighting the battles of 1983 and 1987, trying to offer reassurance that it is no longer extreme and implausible as an alternative government. But the need to appear responsible has constrained both what is proposed and how it is expressed.

When listening to Labour spokesmen in the Commons or at news conferences I have often been struck by their lack of passion. There is little to excite the electorate. What is on offer is less a new Jerusalem than an improved personal savings plan. The point was brought home during last week's Commons economic debate by Nicholas Budgen, a Tory critic of the results of joining the exchange-rate mechanism. He asked John Smith to explain "how it is possible for any future Labour government to improve the (economic) position". Mr Smith did not offer an alternative macro-economic policy, but instead argued that "deplorable weaknesses in investment, training and education on the supply side have also weakened the British economy". That may be correct, but remedying training and educational failures will take years to show results. Meanwhile, all Labour can really suggest is that increased investment incentives may produce a more sustainable recovery.

If it cannot promise much change in the short-term outlook, Labour needs to focus instead on the Tories' record. Neil Kinnock will not make much headway by arguing that Labour would make a significant difference to most people compared with the Tories, except in helping the worst-off

RIDDELL ON MONDAY

relative to the best-off. His best case is that Labour deserves a chance because of the mess the Tories have made of the economy, the poll tax and public services. Labour won in October 1964 less by winning converts than by undermining the Tories on the theme of "13 wasted years". Now, while there is no shortage of far-fetched abuse, there is little of that sense of time for a change. Mr Kinnock can manage such an uplift when at his best in a platform speech, though this seldom comes across as well on television.

Roy Hattersley has been one of the few to show much fire in his challenges to the Tory tabloids. Otherwise, Gordon Brown provided a rare example of effective Labour invective before Christmas when he denounced very large pay rises for the top executives of

'The real reason for the Tory advance is that Labour sounds apologetic and defensive'

recently privatised companies. He noted, for example, that Iain Vallance of British Telecom had said his (high) salary was compensation for appearing on the front pages of the tabloids. Mr Brown said: "If Mr Vallance is to bear the heat of *The Sun* for being the chairman, what about his deputy chairman? Is he being compensated against the possibility of a small mention on the back pages of the *Financial Times*? Are the other directors being compensated for the risk of their names appearing in *Accountancy* Age? Perhaps soon they will receive compensation for having to appear in the telephone book itself."

Of course, all this is more in the spirit of Machiavelli than of Mill. It is below-the-belt, negative and, no doubt, thoroughly to be deplored; the politics of envy rather than of constructive debate. But if Labour leaders want to win the election, or rather to achieve their prime aim of denying the Tories another overall majority, they may have to shift to such a populist attack on the government's record, rather than just swapping statistics over levels of investment. They should re-read Lloyd George's speeches from 1909-11. After all, the Tories are being pretty unscrupulous in their anti-Labour campaign: their party political broadcast on television last Wednesday was what the Americans evocatively call "down and dirty".

In a close fight, as now, the Tories have shown more of a killer instinct than Labour. They are more determined, even desperate, to hold on to power, to keep the ministerial posts that have become part of their lives. While no one should underestimate Mr Kinnock's desire to become prime minister, Labour has yet to show a similar ruthlessness. Respectability and responsibility are unlikely to be enough for victory.

Charles Bremner watches the opening act of America's latest, and darkest, legal morality play

Mike and the women



Tyson: his biggest bout

Satellite vans line the street, the sex experts are assembled, the woman judge has posed for the press and the Shakespearean metaphors are flying from coast to coast. It is time for a fresh act in America's moveable morality tale, the smash hit of the 1990s, entitled: *How Men Treat Women*.

After the Clarence Thomas affair and the Kennedy Smith soap opera, comes the boxer's tale, a more sombre drama of sex, power and celebrity whose anti-hero is Michael Gerard Tyson, the Brooklyn delinquent who grew into the youngest and richest heavyweight champion of the world.

In keeping with the darker overtones, the venue this time is Indianapolis, a chill and worthy Midwest city about as far as America gets from the posturing of Washington and the frolics of Florida. The judge is also no Mary-Lupo, the belly-dancing aficionado of the Kennedy Smith trial in Palm Beach. Justice Patricia Gifford is a former sex-crime prosecutor, a Republican, member of the Daughters of the Revolution, and one-time boss of Dan Quayle.

If the prosecutors of Marion County have their way, the recently glorious career of Iron Mike will

end in the state prison, a lesson to the folly of men who believe wealth and fame entitles them to slake their carnal appetites on any woman within reach. Mr Tyson, who is 25, faces a maximum term of 63 years if convicted of raping and performing sexual acts on an 18-year-old contestant in the Miss Black America pageant in his room at the Canterbury hotel, Indianapolis, last July.

Just as in Palm Beach, and Washington, the case will boil down to a woman's word against a man's, but this time there is less ambiguity than a sense of inevitability. The cards appear stacked against the boxer. Not since Errol Flynn was tried in 1943 for seducing under-age girls has an entertainment star been charged with such a plausible offence, as far as his public image is concerned. As one of the organisers of the pageant put it, the boxer is "a serial buttsucker fonder".

Robin Givens, the actress who was married to him for six months in 1987, cast him as a predatory brute. Mr Tyson's defenders,

among them race activists who are appalled at this "black on black" spectacle, see him as the tragic victim of an unscrupulous sport and society. They say, too, that a 13-year-old purse-snatcher and turned him into a global celebrity at the age of 20, utterly unprepared to prevent his self-destruction.

The woman this time is of impeccable character, a teacher of

the handicapped, a church usher and a hard-working first-year university student in Rhode Island. She will, however, have one big matter to explain under cross-examination by Vincent Fuller, a star of the Washington criminal defence bar whose past victories have included winning an insanity conviction for John Hinckley, the man who shot President Reagan. Mr Fuller will ask the woman why she accepted Tyson's invitation to visit him at 2am and then failed to report any trouble until a day after his limousine whisked her away.

The boxer, who is not expected to testify, insists that the sex was consensual, a notion ridiculed by the prosecution, which will make much of the contrast between his huge bulk and the 7-stone woman. The state has also learnt from the Kennedy case, where a lacklustre prosecutor was outgunned by a big-money attorney, and it has hired Greg Garrison, a private legal "gunslinger", to lead its team. Mr Garrison has posed for the press in his favourite cowboy boots and leather braces, but he

will enjoy none of the celebrity of Roy Black, the Kennedy lawyer, because Indiana does not televise its trials.

Though deprived of live coverage, the Indianapolis trial is not short of sub-plots to whet the voyeur's appetite. A procession of experts, for example, is expected to pronounce on such things as the state of Mr Tyson's private parts. The judge has, however, barred testimony from five preachers who were to explain the effect the boxer has on women and also ruled out an interpreter who was to translate Mr Tyson's New York ghetto speech for Midwestern ears.

Mr Tyson's entourage are worried that he could fall victim not so much to the new censorious climate of the sex wars, as to an old-fashioned desire among jurors in this meat-and-potatoes heartland to draw a moral line against America's decadence. Recent boasts by sports stars of their thousands of sexual conquests has not helped the atmosphere.

When the trial ends in about three weeks, acquittal would free Mr Tyson for a chance at winning back the title he lost in 1990 from Evander Holyfield. His take from the bout, due in March, is to be \$15 million, more than enough to cover his defence costs.

Clodhoppers on crusade

The vulgarity and religious ambiguity of Jews for Jesus are a liability to two faiths, writes Bernard Levin

To offend one of the world's great faiths is dangerous; to poke one's nose into two at once could only be described as foolhardy. Nevertheless, I am unable to refrain from joining in a row that has started badly and promises to get worse.

It concerns a body called Jews for Jesus, from America, which has been here for some time; it recently took out a large advertisement to proclaim its intentions. For those who know nothing of the organisation I propose to give you an idea, based on the prospectus that it offers.

Jews for Jesus is a proselytising group. Its members seek — well, they would deny the word, but there isn't another — converts to Christianity. Were they to argue that Judaism is a false faith, and should be classified as such, they would be unlikely to get a foothold, and I would certainly not be writing this. But they come at their targets with their hands metaphorically full of gold, frankincense and myrrh, in the form of flattery for the Jews.

This flattery is laid out not with a trowel but with a full-sized mechanical earth-mover. Here is a taste: under the heading "You don't have to be Jewish to celebrate Christmas, but it helps" it runs:

Richard Harvey was born Jewish, brought up Jewish and even looks Jewish... He loves Borscht, gefilte fish and... chicken soup, and will admit — privately at least — that his mother's is the best in the world. Or at least this side of Tel Aviv. It's true that he's never been to Spurs and that he's not a regular customer at Bloom's. But then, as Rabbi Mendel of Prague might have said, no one's perfect. Even Richard's mother won't quibble with that.

With such a pedigree, it might surprise you to discover that Richard is also a follower of Y'shua (the Jewish way to say Jesus). Not that it

should be a surprise. After all, Y'shua was Jewish. He was born 2,000 years ago of a Jewish mother in the Jewish town of Bethlehem.

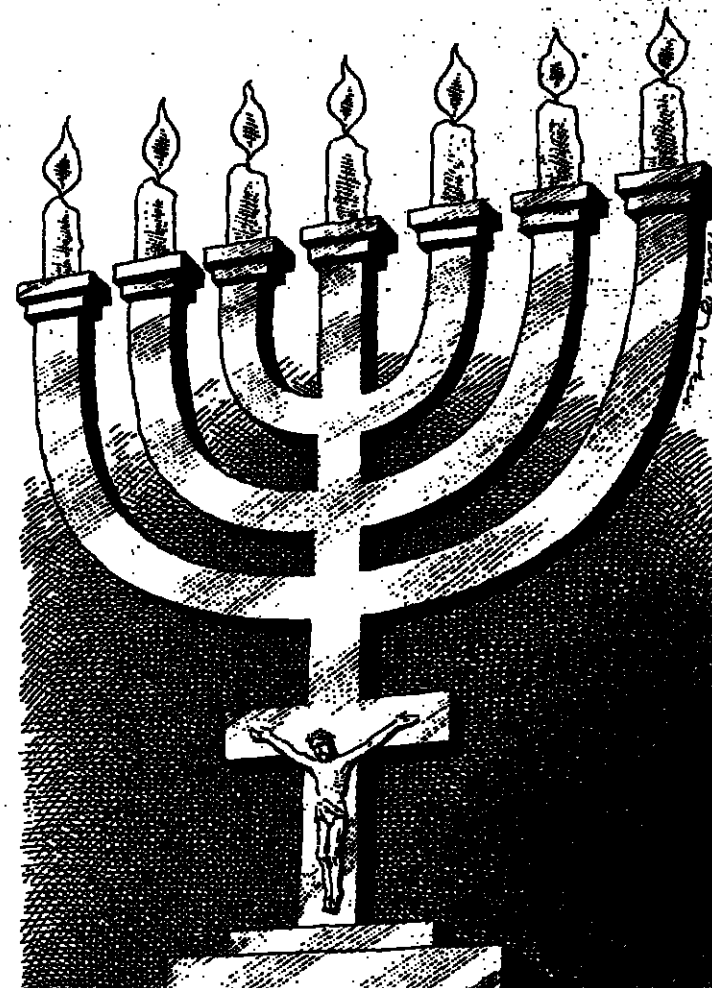
That, I take it, will give you the rough idea for the moment. The ostensible vulgarity of the whole thing is enough to make anyone — Christian, Jew, Muslim or Aztec disemboweller — go and find a quiet corner, there to pray for mankind in general and the people who thought up that come-on for Christ in particular.

It is hardly surprising that the Chief Rabbi of Britain, Dr Jonathan Sacks, has expressed a dignified hurt, saying, "Throughout the Christian centuries the vast majority of Jews were willing to suffer persecution, expulsions and martyrdom rather than break their covenant with God", to which the head Jew-for-Jesus, a Mr Mark Green, showing all the sensitivity of a Bactrian camel with a compound fracture of the spine, replied, "There is no question of a repeat of the Spanish Inquisition" (as my late mother would have said, "Oh, that's really nice, dear, isn't it?"). But if a decade of evangelism is going to be effective, some people are going to be upset.

It may be said in Mr Green's defence that if he goes on like that he will soon have converted everybody to atheism, so there will be no problem, but for the time being he has signed off, perhaps to count his converts.

Now, however, let us charitably conclude that the Jews for Jesus organisation did not know what kind of red-nosed reindeer they had chosen for head spokesjews. Try, please, to put the creature out of your mind, and even forget the advertisement from which I quoted above. Where stands evangelism?

The Jews immediately plead not guilty, and their plea must be accepted. Judaism is not a prosel-



ytising religion, and indeed if you were not born a Jew and want to be one you will find it practically impossible (I first wrote "you will find it the devil's own job", but I thought I might be misunderstood). I think that Islam does seek converts, and I am almost sure that Hinduism does not, while Christianity's present problem (one of them, anyway) is that it is embarrassed to be thought of as seeking converts, while wanting them.

But the trouble today with most of the great religions is their diffidence. I take it that a religion which claims to be following the truth, the whole truth and nothing

but the truth must, even if only by a process of elimination, think that the other religions are, for all their holiness and worship, mistaken. I, of all people, should not bandy scripture with experts, but in these ecumenical days it is surely reasonable to ask Christianity what its founder meant when he said, "None shall come to the Father but by me". I do not offer those words to give offence, but many a devout Christian is worried by them, and many a bishop, opening his heart to other faiths, must be hard put to it to provide an answer. I doubt if you will get a very convincing answer anywhere, bishop or no bishop, but I am not

teasing, let alone joking. I think it was Ronald Knox who wrote a jesting essay called *Reunion all Round*, in which he rolled up all the faiths into one ball. Well, his joke has come a long way since then, and long ceased to be one.

People such as me, who bower on the edge of the swimming-pool, simultaneously longing and fearing to jump, can have the luxury of believing that even if it is not true that all roads lead to Rome, all roads do lead to Heaven. But not very long ago that attitude, to true believers, would have been felt impious, if not heretical.

Let us go back to the Jews for Jesus, forgetting the revolting type. At once, an obstacle arises. Christians believe that their Christ has come, Jews that their Messiah is yet to appear; unless there are two saviours, one or the other must be mistaken. The National Secular Society would say both were wrong, while all but fundamentalists would say both were right. But the Jews for Jesus have found an ingenious way round the dilemma. I go back to the advertisement which caused the trouble.

Most of Y'shua's early followers were Jewish — Peter, Paul, James and John. They believed... that Y'shua is the Messiah who was born to bring joy to the whole world — Jews and Gentiles alike... And that's why Jews who believe in Y'shua love to celebrate Christmas. It is after all the birthday of the greatest Jew who ever lived.

This business has disturbed many, and will disturb many more; few of us like leaflets thrust into our hands, and fewer still like the leaflets to offend their deepest beliefs. Obviously, I defend the organisation's right to try to convert the Jews of Britain, though I doubt if they will convert any. But, oddly, they might convert some Christians. The Jews can simply deny the thesis, the Christians will have to resist. After all, may we not evangelise after all, may we not try to convert others, may we not be right in the end, such as Jews for Jesus were to achieve the stiffening of Christian conviction.

...and moreover

MATTHEW PARRIS

Few, listening yesterday to Sue Lawley interviewing John Major on *Desert Island Discs*, will realise how much care went into the prime minister's choice of music. By chance, a memo has fallen into my hands; it appears to be addressed to Mr Major from his private secretary...

PM's Choice of Music For Desert Island Discs

You requested thoughts on the selection of records best suited to elicit approval from key groups among the electorate and abroad. I refer to your summarised note: "Christians (inc. Non-Conformists), Jews, oldies, youth pop, classical, jazz, Anglo-US, Anglo-Russian, EC, Mrs T (appeal to pros & antis), Norma, blacks, patriots, sports fans, Irish, Reinforce economic optimism."

As instructed I have sought advice from heads of government departments and received, also, representations from Mr Christopher Patten made in his capacity of Chancellor of the Duchy of Lancaster. A summary of suggestions follows.

(1) You were anxious to please Mrs Thatcher. You also proposed that our "special relationship" with the United States be promoted. It was, further, your view that (among the electorate) aficionados of both classical music and jazz find something for their tastes. Gershwin's *Rhapsody in Blue*, especially in a recording by the New York Symphony Orchestra, might satisfy all four needs.

(2) You were concerned to distance yourself from Mrs Thatcher, but discreetly. You might consider asking for the soprano aria from "the mad scene" in Donizetti's *Lucia di Lammermoor*. You did, after all, want something that brought back memories. Further, such a request would flatter our Italian partners in the EC, with whom you may recall that relations have been somewhat strained since your predecessor crossed swords with the Italian president in a number of disagreeable scenes. Clearly a Sutherland recording would please Mrs Major.

(3) Irish music. The Northern Ireland Office proposed a number of songs with a Protestant flavour but there are strong objections from the FCO, who feel that this could disturb relations with the republic at a sensitive time. The NIO have vetoed anything with a southern Irish flavour. In the circumstances it seems that a very light touch is required. How about *The Elfin Dance*? There is a good recording by Rostropovich. It was your request that Anglo-Russian relations be, if possible, cemented by your choice.

(4) Colleagues were conscious of your desire to include music appealing to black voters. Also noted was your request (as you put it) for "something for the under-forties". But you were clear that any "pop" must not offend older voters. A proposal which finds consensus is Diana Ross and the Supremes' version of *The Happening*. The Home

Office has researched drugs implications. We are satisfied there are none.

(5) You may wish to balance this with what you called "a lollipop for the oldies". Elgar's *Pomp and Circumstance* might please this group and also strike a helpfully patriotic note.

(6) You ask me to propose something with a Christian flavour. You also mentioned Britain's Jewish community. The FCO, however, is anxious that nothing you choose should distance you from Arab concerns. The words ("Jerusalem, Jerusalem") of *The Holy City* might strike a helpful note here; and the piece has the advantage of appealing strongly to Methodists as well as Anglicans.

(7) It would seem a pity, so close to an election, not to stress your "sporting" links, but many of the songs associated with organised sport ("Here we go, here we go..." etc) have yobbish connotations. These are anathema to the Home Office. Cricket, sadly, seems to have inspired almost no music. A long shot, but could a recording of a John Arlott commentary be found in the BBC archives?

We must not forget election hopes for an economic recovery. Rather unaccountably, the Chancellor of the Exchequer has proposed a recording of *Only Make Believe*. Chris Patten thinks *The Best is Yet to Come* might be more suitable. Mr Patten asks me to emphasise that the suggestion is made purely in his capacity as Chancellor of the Duchy of Lancaster.

Major's second innings

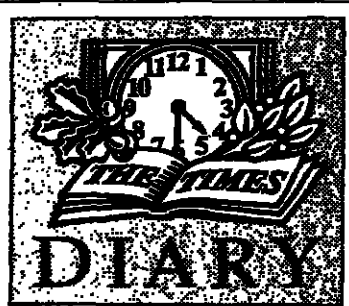
JOHN MAJOR'S choice of luxury item on *Desert Island Discs* yesterday, a life-size replica of the Oval cricket ground, was almost disallowed by the BBC after the programme was made. Major's choice initially fazed Sue Lawley, who, after some hesitation, conceded that it was acceptable.

But once they came out of the studio Lawley asked: "Can we allow that?" A lively discussion followed between the prime minister and BBC officials about whether the choice had breached the 50-year-old programme's rules. The castaway is not allowed any form of shelter and the programme editors pointed out that the Oval would protect Major from inclement weather. It also has a bar, giving the castaway a second luxury that is definitely not allowed.

Caroline Millington, head of BBC radio magazine programmes, insisted that the prime minister could not be made an exception and should return to the studio to pick another luxury. But Lawley and Janet Lee, the programme producer, were on Major's side.

The prime minister was not unprepared. "I did come armed with another choice," he told them. Before he could reveal it, Lee put her foot down and ruled that the Oval was acceptable. So what was the alternative? Friends of the prime minister reveal it was the 22 yards of hallowed turf that comprise the Oval wicket.

Speculation that though the luxury item might have been Major's choice, the discs were picked by his aides drew a haughty denial from Central Office. But officials did admit they had been in touch with the BBC to find out what previous premiers had chosen for the show.



When BT published the telephone number of Oxford East's Labour MP, Andrew Smith, in its new telephone directory, it inadvertently printed the number of Oxford Conservative Association. BT has now agreed to print the MP's correct number in a leaflet that will be distributed to every home in his constituency at a cost of thousands. As this comes only weeks before the general election, Smith could not be happier.

The last comrade

A LONDON vicar may be the last man to claim the title of being honoured by the Soviet Union. Only ten days before its demise the Rev Gordon Taylor, rector of St Giles in the Fields, received a Russian commemorative medal to thank him for his efforts in the second world war.

Taylor served as a chaplain with the Royal Navy in the Murmansk and Archangel convoys between 1941 and 1945. "Despite their political problems the Russians managed to honour their old debt to British sailors before time ran out," he says.

His gold-plated medal came through the post with a certificate in Russian. "I haven't yet found anyone to translate it. But I understand it expresses the thanks of the USSR," he says.

Saint of the outback

AN OBSCURE Scottish nun may become Australia's first saint. Mother Mary McKillop, who taught children in the bush in the 19th century, is expected to receive venerable status from the Pope within weeks.

Mother Mary, whose roots are in Roy Bridge, Inverness-shire, was once excommunicated because of her progressive teaching methods. The Catholic Church in Scotland is optimistic that venerable status, the first stage on the way to becoming a saint, will be granted soon.

McKillop founded the Institute of the Sisters of St Joseph in 1866, but the institute later becoming known as Mother Mary of the

of the impending event only by chance. One of its reporters overheard an Australian nun talking about it to a priest at a church fête in Salcoats, Ayrshire.

While George Orwell never thought much of his birthplace, Hayes, it seems the town's schoolchildren don't think much of him. They have boycotted a planned production of his play *King Charles II*, which was performed only last year, when Orwell School was to be the play's venue. The play was to be centrepiece of a festival to mark the 60th anniversary of Eric Blair taking the name Orwell. The children offer the unlikely, but commendable, reason of being too involved in exam revision.

Russia's favourite

MRS THATCHER'S popularity in Russia shows no sign of abating. Boris Yeltsin is spending only five hours in London later this week on his way to the United Nations summit, but he will spend one of them with the former prime minister.

Yeltsin goes straight from the airport to Downing Street for lunch and talks with John Major, but he has built into his tight schedule a meeting with Mrs Thatcher at her Westminster office.

Not everyone at the Foreign Office is pleased that Yeltsin still attaches such importance to talks with the former prime minister. But Yeltsin is motivated not only by the urge to hear Mrs Thatcher's views on how best to revive the Russian economy. One of the main benefits of the meeting will be the television coverage back in Moscow, where Mrs Thatcher is held in far higher esteem than Major. Mrs Thatcher is only too happy to oblige.

Cross. It has 1,800 sisters in Australia and New Zealand and includes convents in Ireland.

Her call to religion came at 19 and Mother Mary went on to establish 170 schools, which were attended by 12,000 children. While Mother Mary, who died in Sydney in 1909, left a lasting impact in Australia, in Scotland she has been virtually forgotten. The Scottish Catholic Observer learnt



IN GERMANY'S FOOTSTEPS

So recession is over; prosperity is to be in our time. To judge by surveys of business and consumer confidence, Britain does not believe in the reassurances from Norman Lamont and John Major about economic recovery. But now the happy message is coming from a presumably reliable source. "The forces inhibiting economic activity in many countries are dissipating and the conditions for improved growth now exist", declared the communiqué issued over the weekend by the G7 leading industrial nations. "Today," exulted Pierre Bérégovoy, the French finance minister, "we made a commitment to do everything to accelerate the recovery of the world economy." The meeting's communiqué, he added, was "the most important for years".

The voice of experience begs to differ. Finance ministers and central bank governors are politicians first and economic clairvoyants a distant second. They must be reckoned professional optimists in troubled times. Phrases such as "improving conditions for non-inflationary growth" and "intensifying cooperative efforts" are printed in advance on every G7 communiqué. The G7 foresaw a global recovery at their last meeting in October and the one before that in April. They were equally optimistic in 1989 and 1990 and failed completely to anticipate the recession. They will fail to foresee the next recession as well.

The communiqué extended to an unprecedented five pages, mostly devoted to country by country descriptions of the heartening economic developments in the G7. This effort at boosterism was mainly designed as a warm-up for President Bush's state of the union address tomorrow night. The Americans can take genuine comfort from their government's determination to pull their economy out of recession and from the long list of expansionary measures thrown into the global kitty by Japan at President Bush's behest. But for Britain, and other European countries hiding in the skirts of the Bundesbank, the meeting offered little.

Germany pointedly ignored all appeals

from its G7 and European partners for monetary easing or any other internationally co-operative action. The Bundesbank unequivocally repeated that German interest rates will be determined solely by Bundesbank officials' perception of what the German economy requires. After the G7 meeting, British and French politicians pointed with satisfaction to Germany's agreement that "there could be room for lower interest rates" if various conditions were satisfied. But the fulfilment of the German conditions are many months off.

On the key issue of fiscal policy, the German part of the communiqué made clear that the "fiscal consolidation" demanded by the Bundesbank as a condition for lower interest rates was not even on the horizon. On the contrary, the Germans reiterated their plan to cancel an income tax surcharge and introduce new subsidies for investment and housing. The government's promise that these new tax cuts will be financed by unspecified cuts in public spending and subsidies does not inspire confidence. Germany's failure to fulfil such promises in the past suggests an expanding budget deficit in the year ahead, putting additional upward pressure on interest rates throughout Europe.

For Britain and other European countries, the message from the G7 meeting is clear. A slow economic recovery is likely in Europe, as it is in America and around the world. But a German-led Europe will remain a debilitated island of high real interest rates and low growth for the foreseeable future. ERM countries which want to maintain adequate growth and investment despite high real interest rates will have to follow the German example, boosting their budget deficits and targeting subsidies at what they conceive to be strategic sectors. Governments that do not like the German model should not be in the ERM. Not since the war has Europe been so in thrall to Germany. Not since the signing of the Treaty of Rome has Germany's commitment to true European "union" been so cynical.

MR RIFKIND'S FOLLY

There are two train routes from London to Scotland. One is from Euston, the other from King's Cross. Both are roughly 400 miles, both can reach Glasgow and Edinburgh, the one carrying 15 million passengers, the other 11 million. For the past 12 years of Conservative government, nobody has devised a way of making them compete with each other. Buses, planes, ferries, and boats have all switched from public monopoly to private competition. But the great rail monopoly has defied ideology and cowed even Margaret Thatcher into appeasement.

Nothing would be a better indicator of John Major's commitment to supply side economic reform than to break up this most famous of nationalised industries. The main lines to Scotland may be rare among rail routes in offering direct service competition (London to Exeter, Southend and parts of the Midlands also qualify). But they illustrate the battle taking place between Downing Street and the railway industry, represented by Malcolm Rifkind's transport department.

British Rail has not resisted privatisation, provided that its "network integrity", shorthand for its character as a national industry, is maintained. As concession to those who want it broken up, it has offered to sacrifice its InterCity sector, but again only if this core network is kept intact. The reason is simple. This sector has for the past decade been run as a corporate entity, suppressing all regional identity (and certainly any competition on London-Scotland). Its assets of track, stations, land, and signalling are interwoven with the rest of BR. These assets, whose exclusive exploitation lies at the root of private enterprise, cannot be disentangled except with fiendishly complex accountancy.

Hence BR's offer of its infrastructure to trains belonging to a single private InterCity company. Such a company would be the

existing InterCity managers in new clothes, at the mercy of a BR contract for up to half its costs and, in effect, for its profits. While dividing this company up on a regional line-of-route basis might at least give BR a more open negotiation with a variety of potential service companies — and might be a weak fall-back position for Mr Major's lobby — a single InterCity contract would hardly be any change at all. Corporatism would rule.

Mr Rifkind is here putting up a formidable defence of the status quo. He is handing BR's most profitable market over to a private monopoly, keeping much of its costs, along with unremunerative feeder services, in the public sector. This is half-hearted privatisation at its worst. He is pushing it on his colleagues with a flurry of naive but electorally bloodcurdling threats: safety is at risk, marginal seats will fall, research and development will collapse, passengers will be confused, British engineering will fall behind. Industrial lobbies always peddle such scares when fighting their corners. Mature ministers should not give in to them.

The prime minister's preferred solution, of dividing up InterCity and the rest of BR into its regional components, routes, assets, subsidies and all, would secure a thriving, diverse and competitive industry. A vigorous central agency would be needed to regulate monopoly pricing, inspect safety, fix non-InterCity subsidies, clear cross-boundary charges, liaise with the EC. But the essence of privatisation would be achieved, a divestment of public sector assets to new private companies with coherent markets and identities. The Great Western would live again, and the Royal Scot and Flying Scotsman would once again race each other to the border. It should not be beyond the wit of the government to give electoral appeal to this climax in its privatisation programme.

COSTA DEL VERDE

Ecological correctness has come to the holiday industry. Until Green became a household word, recycling sounded like an extra setting on the washing-machine: the one for tearing off buttons and shredding underwear. Now the attitude police of Green consumerism rule every aspect of life. Their latest verdict on the great modern obsession, the holiday, is agreeably paradoxical.

The Green Consumer Guide, as reported today in Life and Times, comes to the unexpected conclusion that the holiday-makers who generally do least harm to the environment are those who seem least green in youth and esprit de corps. Those despised package-tourists, whose idea of a holiday is lying on a sunbathing beach in heaps, swilling duty-free, gorging hamburgers with ketchup and overindulging in fleshy tastes, are doing less harm to the planet per head than apparently more thoughtful travellers.

Essex Man and Woman go on holiday packed in charter planes and coaches so tight as would give balked beans ophthalmia. But their form of travel is highly fuel efficient. Once they have arrived, they stay put in their high-rise or low-cavans tourist ghettos, so that their pollution is confined to a small area of the planet. They do not roam and do little damage. They are passive consumers of sun, sea and sand.

The self-righteous Green backpacker and get-away-from-it-all adventure traveller are the real threat to the ecology. By insisting on wide open spaces, by seeking wild "unspoiled" nature, or exploring little-visited sites and ruins, they are continually destroying the environment they come to admire. Their transport is less efficient in fuel than that for mass tourism; their incurable wanderlust

drags the stain of the twentieth century into formerly undisturbed places, from Nepal to the sleepy back streets of Renaissance towns. Their comparative wealth corrupts their innocent hosts. Art treasures are endangered by the slow contagion of their humanity.

Tourismo snobbery comes into this paradox. One man's beatific Happy Isle is another woman's boring *déjà vu*. The barb of late twentieth-century one-upmanship is Serenissima-swank reporting back, with snaps and video, from an exotic and improbable holiday, where nobody in the office or the neighbourhood has set foot before. The happy wanderer is thus hoist with his own sandal-strap and backpack by this Green report on holiday habits.

What is the ecologically correct response? The one absolutely green holiday is to stay at home in bed watching the window-box grow, organically. Though this might be more restful than many vacations, it is not a satisfactory answer. The fact that masses of people can now afford to go on their own Grand Tours is one way in which the world has changed for the better. But this is a crowded planet. The greens are right to insist that tourists of all sorts must be taught and channelled to tread more softly.

The old hickory proverb suggests that if you want to clear the stream, you should get the hog out of the spring. On an earthly estate in which there are only a limited number of streams and a great many hogs, it is wise to steer the holiday hogs into well-worn watering-holes, if that is what they want. But the hog who likes and finds solitude should refrain from boasting. Newspapers, perhaps, should keep their "guides to undiscovered places" to themselves.

Unionist view on collapse of talks

From Mr David Trimble, MP for Upper Bann (Ulster Unionist Party)

Sir, The claim in your editorial of January 21 that "Unionists wrecked last year's 'Brooke initiative'" is utterly false. The true position is that Mr Brooke ended the talks on July 3, 1991, a full two weeks before they were due to end, because the Social Democratic and Labour Party had refused to engage in serious detailed discussions about possible new systems of representative local administration for Ulster.

On December 19, 1991, Mr Brooke met both Unionist leaders and put to them a formula for fresh talks. Both accepted this proposal. The same formula was put to Mr Hume, who said that he was unable to give a response that day and finally, on January 16, after attempts by Mr Brooke to see him earlier, told him that he was unable to accept the formula.

On January 21 Mr Brooke responded to that refusal by inviting all four party leaders to a meeting on January 23 to try to resolve the obstacle. Mr Molyneux agreed. Dr Paisley asked for clarification as to what the obstacle was: a not unreasonable request, as no one had formally communicated to Unionists the exact nature of Mr Hume's objections.

That meeting did not take place: not for the reason that your report of January 23 suggests — Dr Paisley's "reluctance" to attend — but because Mr Hume apparently found it inconvenient. Throughout the whole of this process the Unionists have sought better and more fruitful procedures for fresh talks.

However, the most powerful interest group that wants the stalemate to continue is the Northern Ireland Office. It is a truly irresponsible body. It is totally insulated from the views and opinions of the Ulster people, and in practical terms, it is free from proper parliamentary scrutiny. Bipartisanship over Ulster at Westminster is now mainly reduced to a determination to continue the present squalid system of direct rule.

Protecting the elephant

From Mr Simon Lyster

Sir, It is nonsense to suggest, as Sir Christopher Lever did (letter, January 20), that the World Wide Fund for Nature (WWF) is "procrustean" on the continued protection of elephants under the Convention on International Trade in Endangered Species (CITES).

WWF was at the forefront of the effort to ban trade in ivory at the last CITES meeting in 1989. The ban has helped reduce the poaching in many parts of Africa and we think it should continue. We are also spending some £2 million on elephant-related projects in Africa, because we are passionately committed to the conservation and prosperity of elephants throughout the continent.

There is the further question, raised by Dr Richard Leakey, director of the Kenyan wildlife service (report, January 22), of whether, in return for not trading in ivory, some

southern African countries should be allowed to trade in hides from culled elephants, since hide is not sufficiently valuable and too difficult to treat to be of interest to poachers. Even this would be risky unless elephant populations and management in those countries are in really good shape.

A panel of experts, set up by CITES in 1989, is currently reviewing the situation in southern Africa — a process to which all conservation organisations, not just WWF, have agreed. We want to see what the panel says before jumping to a conclusion. This seems to us plain good sense.

Yours faithfully,
SIMON LYSTER
(Senior Conservation Officer (International)) WWF UK,
Panda House, Weyside Park,
Cathall Lane,
Godalming, Surrey,
January 23.

University status

From Dr Tony Wood

Sir, I must challenge your report (January 16) that colleges aspiring to achieve university status in the near future (eight not "up to a dozen" as stated in later editions) will find the door closed.

Officers of the Department of Education and Science have assured the Standing Conference of Principals (Scop) that colleges that attain the criteria can apply to the Privy Council for permission to adopt the title of university.

You repeat the requirement for research degree-awarding powers — something not required of 21 of the

polytechnics shortly to be redesignated. It would indeed be invidious if applicant colleges had to attain benchmarks not required of other members of the enlarged university sector.

However, Scop has been assured by the department that new institutions applying for these powers will not be disadvantaged in relation to the polytechnics.

Yours faithfully,
TONY WOOD (Chairman,
Standing Conference of Principals),
Director and Chief Executive,
Luton College of Higher Education,
Park Square, Luton, Bedfordshire,
January 17.

Algerians in France

From Mr J. R. M. Whitome

Sir, If Mr Foster in his letter (January 23) is so certain of the dismal conditions imposed by the French on their Algerian immigrants, no doubt he also has a convincing explanation as to why their counterparts are still queuing up to join those already in France, and why those who are residents are so obviously unwilling to return home.

Yours faithfully,
J. R. M. WHITOME,
Bacon Wish,
Scaynes Hill, West Sussex,
January 24.

Decade of Evangelism

From the General Secretary of the Council of Churches for Britain and Ireland

Sir, Clifford Longley (January 18) argues that the churches have lost their way in their focus on evangelism and unity. He argues instead for concentration on renewal. What he has failed to grasp is that the renewal of the Church includes its mission and its unity. He forgets the prayer of Jesus for his disciples "that they may be one that the world may believe". To concentrate only on what he sees as the essentials would lead the churches into a cul-de-sac.

How does Clifford Longley judge that the Decade of Evangelism has so far achieved little? From my journeys around the local churches in these islands I find a new sense of urgency in study of the Christian faith and in thinking and planning

Viewing crown jewels

From Mrs Rodney Denrys

Sir, I would suggest a cheaper and simpler method than rehousing the crown jewels for easier viewing (report, January 15). Could not a video about the jewels, their history, a description of the stones and so on be shown elsewhere in the Tower buildings?

This could reduce the need for people to linger in front of the actual jewels, which could remain on display where they now are.

Yours faithfully,
E. K. DENRYS,
Heaslands, Steep,
Nr Crowborough, East Sussex.

of ways to share that faith with others. In that planning there is also a recognition that the churches today must enter into a sensitive and honest dialogue with people from other world faiths present and active in our communities.

We are in the midst of the Week of Prayer for Christian Unity and that too is dismissed by Clifford Longley as "a reminder of lost hopes". That is not my judgment, based on the experience which I and other colleagues have of the renewed commitment at every level of church life to seek the unity of the Church.

Of course it is easy to caricature the search for unity as denominational imperialism by the larger churches, but 30 churches in Britain and

Letters to the editor should carry a daytime telephone number. They may be sent to a fax number — (071) 782 5046.

For and against keeping a monarchy

From Sir James Cable

Sir, Janet Daley ("Enemy of the people", January 21) suggests that we would be better off as a nation with a president than with a monarch. As an ex-diplomat I may have met more presidents than she has. Being politicians, whether active or superannuated, they were all controversial figures in their own countries.

The more remarkable they were as individuals, the sharper the animosities they excited. Among the diplomats, officials, soldiers who served or represented them were always some who would murmur in private: "of course, he's not my president".

Not all servants of the state are comfortable with political abstractions. For those who prefer a human figurehead for their patriotism a monarch is less divisive and has a wider popular appeal than even the most charismatic of presidents.

Yours faithfully,
JAMES CABLE,
8 Essex Close, Cambridge,
January 21.

From Mr Jack Butler

Sir, I suspect that the US president is exposed to at least as many obsequious handshakes as Her Majesty and gives no more "value for money" to those participating in such inane ceremonies. British royal occasions are no more of a "shaming circus" than are presidential motorcades and media conferences.

If the public finds it necessary to glorify a figurehead, I suggest that the British monarchy, with all its ancient pomp and ceremony, is a better object of such glorification than the often tatty lotuses erected by Americans for this purpose. There is certainly no evidence that, in republics in general, and the US in particular, "artists, scholars and morally courageous individuals" are taken more notice of than they are over here.

Yours faithfully,
JACK BUTLER,
84 Park Road,
Southport, Merseyside.

From Mr Ian Cobbold

Sir, Janet Daley gives her reason for attacking the institution of royalty as a need to plunge wholeheartedly into democracy. There is truth. Our democracy is being destroyed whole sale. It has become almost irrelevant at local government level, whilst at national level democratic control has been almost entirely lost.

Effectively destroyed by the "whips" of the party system, what little is left is being further delegated to the untried and mostly unelected institutions of the EC. I thought-out

and hastily drafted legislation is forced through Parliament, to be further enlarged upon in detail and force by ministerial decree and bureaucratic interpretation; whilst effective control by the Council of Ministers is largely impractical and often side stepped by the Commission and its sinister committees.

Janet Daley is right: we do indeed need to wake up and to defend our democracy.

May be we should strengthen it, have more control over who becomes our future king or queen and then give them some real power. Power of last resort in fact.

Yours sincerely,
IAN COBOLD,
Edgmont House,
Over Stratton, Somerset.

From Mr David Mahrer

Sir, As one who desires the political right to call himself "citizen" before he has to add the prefix "senior", may I congratulate Janet Daley on her cogent argument for republican democracy.

I am, Sir, your faithful subject,
DAVID MAHRER,
31a Cadogan Road,
Surbiton, Surrey.

From Dr Maureen Guiridham

Sir, Janet Daley misunderstands the role of the royals. Like dustmen, they do our dirty work: without them, people with better things to do would have to present the BP Expo '92 awards or open new classrooms in a boarding school (Court Circular, January 21).

What is more, the royals sell newspapers. Their only real drawback is the expense; but surely the cost to the taxpayer could be reduced by a tax on the tabloids per column inch of royals coverage, and a tax on the heaves per column inch of anti-monarchist articles.

Yours truly,
MAUREEN GUIRIDHAM,
Barn Cottage, Wash Lane,
Montacute, Somerset.

From Mr T. L. I. S. V. Iremonger

Sir, I was an MP for 20 years. I guess that 51 per cent of Major's and 99.9 per cent of Kinnock's prospective candidates and millions of electors agree with Janet Daley that our monarchy should be abolished. So why won't any candidate say so? Because they guess many more millions disagree.

Yours etc,
T. L. I. S. V. IREMONGER,
Milbourne Manor,
Nr Malmesbury, Wiltshire.

Origins of skiing

From Mr John Dahl

Sir, Philip Howard ("Winter's slippery slope", January 17) maintains that the ski sport was "invented" in 1902-3 by Henry and Arnold Lunn.

However, the start of the sport is more usually ascribed to Bjorland Blom, sheriff of Western Telemark in Norway, in the 1660s. He organised the local lads at Morgedal to compete in jumping and cross-country. Morgedal kept its pre-eminence for over two centuries and a man from Morgedal, swept the board at the first national competition at Holmekollen, Oslo, in the late 19th century.

A later Bjorland Blom of Morgedal, a direct descendant, who was then world skiing champion, was one of the five members of Amundsen's expedition to reach the South Pole in 1911.

When Mr Lunn first visited the Holmekollen championship and saw the jumpers flying above the height of the treetops, he is reputed to have exclaimed: "I don't believe it".

Yours sincerely,
JOHN DAHL,
3 Holden House Cottage,
Holden Road,
Tunbridge Wells, Kent,
January 17.

Sound of silence

From Mr John Adams

Sir, Mr Bell (letter, January 23) does not have to travel to the Poles or Siberia to "hear" absolute silence. He should visit Birmingham and gain access to Symphony Hall when not in use and close the sound-lock doors behind him.

Yours faithfully,
JOHN ADAMS,
150 Hayes Lane, Kenley, Surrey,
January 24.

Ireland committed themselves just over a year ago to seek the unity which is God's will for his church. The shape of that unity is as yet unclear but we are already finding new ways to work together which capitalise on that commitment.

"Living the good news" is the theme of ecumenical study groups this Lent. To judge by sales of the study booklet, those groups will involve thousands of Christians of all traditions in exploring the outreach, the renewal and the unity of the Church. There is stirring at all levels of church life something that Clifford Longley has failed to recognise.

Yours faithfully,
JOHN REARDON,
General Secretary,
The Council of Churches for Britain and Ireland,
Inter-Church House,
35-41 Lower Marsh, SE1,
January 21.

Mantegna exhibition

From the Secretary of the Royal Academy of Arts

Sir, Your Diary claims (January 18) that the National Gallery was "less than co-operative" over our Mantegna exhibition. That is not fair. The National Gallery has lent us one great masterpiece, *The Introduction of the Cult of Cybele in Rome*, the finest of all Mantegna's grisaille paintings. If other loans were not forthcoming, it was for good reasons — which we accepted — and we felt that visitors might be prepared to travel a few hundred yards to see *The Agony in the Garden* and other works at the National Gallery.

It may have been a mistake on our part, but it is certainly not evidence of any lack of co-operation on theirs.

Yours sincerely,
PIERS RODGERS, Secretary,
Royal Academy of Arts,
Piccadilly, W1.

Asset stripping

From Miss Clemency Firth

Sir, It is misleading to declare that Lloyd's names' liability for loss is everything they possess "down to their shirts and cufflinks" (leader, January 16).

Matters are much riskier: 22.5 per cent of names are women.

Yours faithfully,
CLEMENCY FIRTH,
45a Clarendon Road, W11.



COURT CIRCULAR

SANDRINGHAM

January 26: Divine Service was held at Sandringham Parish Church this morning.

The Bishop of Worcester preached the sermon.

Today's royal engagements

The Queen will visit RAF Marham at 10.30. The Princess of Wales will visit Pine Lodge, Thames Valley Hospice, Hatch Lane, Windsor, at 11.40. The Princess Royal, as Master of the Lintons Company, will make the Master's annual trade visit to Walsall, arriving at the Chamber of Commerce at 12.45.

Memorial services

Professor Francis Sandbach. A memorial service for Professor Francis Sandbach was held on Saturday in Trinity College Chapel, Cambridge. The Rev Andrew Davey officiated. Mr. Martin Sandbach, son, read the lesson and Dr Catherine Sandbach-Dahlsrud, daughter, read *Little Gidding* from *Four Quarters* by T.S. Eliot. Professor E.J. Kenney gave an address.

Miss Marion Zanz. A memorial service for Miss Marion Zanz was held yesterday in the Westminster Synagogue, Knightsbridge. Rabbi Dr Albert Friedlander officiated. Sir David Aitkenborough, Mr John Sparks and Miss Rosalind Coward paid tribute.

Albert Arthur Jones. A service of thanksgiving for the life and work of Albert Arthur Jones, of Paveham, Bedford, will take place at Bunyan Meeting Free Church, Mill Street, Bedford, on Wednesday, February 5, at 2.30 pm.

H.C. (Phil) Phillips. A service of thanksgiving for the life of H.C. (Phil) Phillips, MVO, MBE, will be held in The Guards Chapel, Wellington Barracks, on February 14, at noon. Those wishing to attend should apply for tickets to The Regimental Adjutant, Welsh Guards, Wellington Barracks, Birdcage Walk, London, SW1E 6HQ, before February 7, 1992.

Nature notes

HERRING GULLS are courting and quarrelling in the sky; they stretch out their necks very stiffly and emit wild yelping cries, sometimes even in the half-light of dawn. Most herring gulls stay around the coast in winter, but some move inland to feed on rubbish dumps. The commonest gull inland now is the black-headed gull, which feeds in the fields with lapwings and rooks. Many of them are starting to acquire the chocolate-coloured hood of their breeding plumage. Herons are standing and pecking at the twigs with their long, yellow beaks; next month they will begin building seriously. When one flies off on its heavy rounded wings, it looks like a large figure 3 moving horizontally through the air. They fly, generally, at about 25

YORK HOUSE, ST MESS'S PALACE, January 26: The Duchess of Kent this evening attended the Evening Standard British National Film Awards at the Savoy Hotel, London WC2.

Birthdays today

Mr Mohamed Al Fayed, chairman, Harrods, 59; Professor Gillian Beer, professor of English, 57; Mr N.R. Bomford, headmaster, Harrow School, 53; Sir Wilfrid Bourne, QC, former Clerk of the Crown in Chancery and permanent secretary, Lord Chancellor's Office, 70; Mr Jack Brymer, clarinetist, 77; Mr John Bury, designer, 67; Mr Michael Collins, clarinetist, 39; Sir Kenneth Corfield, former chairman, STC, 68; Mrs Mairied Corrigan-Maguire, Nobel laureate, 48; Baroness Cumberlege, 49; Lord Donbney, director-general, UNESCO, 58; Lord Merivale, 75; Miss Nina Milnikin, pianist, 73; Miss Patricia Rawlings, MEP, 53; Sir Brian Rix, (life peer), actor-manager and chairman, Mencap, 68; Sir William van Straubenzon, former MP, 68; Lord Viscount, 61.

Lecture

Guid of World Traders. The Lord Mayor, Alderman Sir Brian Jenkins, GBE, opened the fifth annual Tactus Lecture which was delivered by Sir Crispin Tickell, CMC, KCVO, Warden of Green College, to the Guild of World Traders on January 22, at the London World Trade Centre. The Lord Mayor and the Sheriffs were welcomed by the Master, the Earl of Lincoln, KBE, the Warden and the Founding Master. 150 members of the Guild and their guests attended.

Shedding an effortless superiority

THE official definitive response of the Roman Catholic Church to the collected reports of the Anglican-Roman Catholic International Commission (ARCIC I) has in religious terms caused a stir. Reactions differ. There are Anglicans and Roman Catholics who are delighted. It proves their point: union with Rome does mean submission to Rome as the Rev Ian Paisley and Evelyn Waugh might have agreed. Others have pointed out that if "consent with" is truly seen by the Roman Catholic Church as meaning "identical with" then there are serious problems.

However, I believe that the ecumenical dialogue has sufficient impetus to circumnavigate that reef, particularly since there are hints in the official response to suggest that the response itself comprises more than one set of views. More serious from the Roman Catholic point of view is the potential ordination of women to the Anglican priesthood, and, it must be presumed, to the episcopate. That eventually would put off a reconciliation of ministries *sine die*. But in addition to these difficulties I would like to suggest another, less often considered: clerical attitudes. The social inter-relationship between Anglicans and Roman Catholics is seldom considered. However, I sense in the attitudes of not a few Anglican clergy towards their Roman Catholic colleagues a certain effortless superiority, a condescension well disguised by ecumenical politeness. Such attitudes may have roots in the Establishment: in the fact that, for instance, Anglican cathedrals and parish churches dominate city and countryside; that only Anglican bishops have seats in the House of Lords; that hospitals, prisons, and some universities have an official Anglican chaplain.

No amount of friendliness, in most cases very real, no amount of joint clergy days, no number of shared churches, will by themselves remove that sense of slight superiority which Anglican clergy so often exude, absolutely unintentionally, indeed intending the opposite, and

Derek Jennings

which so many Roman Catholic clergy sometimes deeply, and often unconsciously, resent. Furthermore Roman Catholic priests and laity are heirs not only to a martyr tradition and to centuries of persecution and discrimination but also to a more subtle form of social discrimination. Anglican clergy have traditionally been educated at university and, wherever their social origins, have in the main espoused middle class life-styles and values.

Many of them prize a cultural tradition which has a particular place in English life. This tradition has been formed by the Authorized Version of the Bible and the language of the 1662 prayer book; it takes in cathedral music and the poetry of Herbert and Donne. Of course the tradition is gradually weakening and a number of Anglicans at all schools would welcome its disappearance. I regret its passing. However, traditions feed parasites: less worthy traditions which need to be constantly examined. I would suggest that this great, literate, musical Anglican tradition, when seen beside the predominately Irish tradition, which is the cultural nexus of Roman Catholicism in Britain, has fed a feeling of social and cultural superiority amongst Anglicans, expressed in countless nuanced ways; and this is not unobserved or unfelt by many Roman Catholics. This feeling of superiority and the reaction to it certainly contribute to many of the difficulties being experienced by ecumenism at present.

It has been often pointed out that the process of finding a genuine reconciliation between churches cannot take place on the basis of theological convergence: it demands a real unity of belief within which legitimate diversity may flourish. But it also demands real changes in social habits and attitudes. It demands a real respect for differing cultural and social traditions.

English Roman Catholics need to discover again the value of, for instance, the

Forthcoming marriages

Mr M.C.G. Baxter and Miss J.C. Lunn. The engagement is announced between Michael, younger son of the late Mr Peter Baxter and of Mrs Peter Baxter, of Finton, Worcester, and Julie, daughter of Mr Anthony Lunn-Cook, of Great Tew, Oxfordshire, and Mrs Christine Newberry, of Guildford, Surrey.

Mr N.N.L. Butcher, MRCVS and Miss J.A. Boyd. The engagement is announced between Nicholas, son of Mr and Mrs Keith Butcher, of Macc, Staffordshire, and Amanda, daughter of Mr and Mrs John Bindon, of Balkeilla, Isle of Man.

Mr C.R.J. Dewhurst and Miss J.A. Boyd. The engagement is announced between Charles, son of Sir Jack Dewhurst, of Hereford, Middlesex, and Jennifer, daughter of Dr and Mrs William A. Boyd, of Sheringham, Banbury, Oxon.

Mr K. Ghaidan and Miss R.H.L. Berton. The engagement is announced between Karim, eldest son of Mr and Mrs U.I. Ghaidan, of Voorschoten, Holland, and Rosemary Helen Louise, younger daughter of Mr and Mrs G.N. Berton, of Penhurst, Kent.

Mr R.L. Hennes and Miss S.J. James. The engagement is announced between Richard, youngest son of the late Mr Donald Ralph Hennes and of Mrs Isabel Radley, of The Vicarage, Wadhurst, St Lawrence, Reading, and Samantha, eldest daughter of Mr and Mrs Rowland James, of Kyo, Rogate, West Sussex.

The Revd J.G. James and Miss P.W. Seed. The marriage will take place shortly between the Revd Gerwyn James, of Upper Chelsea, and Miss Patricia Seed, of Wimbledon.

Father Derek Jennings is Roman Catholic Chaplain to King's College London and City University.

Forthcoming marriages

Mr J.F. Monk and Miss F.J. Duncan. The engagement is announced between John, son of the Rev Nicholas and Mrs Monk, of Swindon, and Fiona, daughter of Mr and Mrs Gordon Duncan, of Nottingham.

Mr A. Plummer and Miss A.H. Mansfield. The engagement is announced between Adam, son of Colonel and Mrs Basil A.A. Plummer, of Wickham, Bishops, Essex, and Anna Helen, elder daughter of Mr and Mrs Terry G. Mansfield, of Chapperton End, Hertfordshire.

Mr N.A. Richardson and Miss A. Boone. The engagement is announced between Neil, only son of Mr and Mrs P.D. Thomas, of Otford, Kent, and Jayne Laura, daughter of Dr and Mrs R.D.L. Parker, of Formby, Lancashire.

Mr N.P. Thomas and Miss J.L. Parker. The engagement is announced between Richard John, only son of Mr and Mrs D.U. Tugman, of Mopac, and Jennifer Page, elder daughter of Dr and Mrs J. Hopkins, of Lymington, Virginia.

Mr M.M. Webb and Miss V.C. Steele-Bodger. The engagement is announced between Michael, younger son of Mr and Mrs M.V. Webb, of Jere, Spain, and Clair, daughter of Mr and Mrs M.R. Steele-Bodger, of Tamworth, Staffordshire.

Goodwood House and the honeymoon will be spent abroad.

Dr S.M.A. Vassour and Miss S.L. James. The marriage will take place on Saturday, January 25, 1992, at St Etheldreda's Church, Ely Place, London, between Dr Simon Mark Andrew Vassour, son of Mr Christopher Vassour, of Sydney, Australia, and Mrs Cecile Vassour, of Ashford, Kent, and Miss Sarah Lucy James, daughter of Mr and Mrs Geoffrey James, of London. Dom Kevin Taggart, OSB, officiated.

The bride was given in marriage by her father and was attended by Miss Sophie James, Cecile Vassour, and Clara Sharp. Mr Roger Smith was best man.

The reception was held at Lincoln's Inn and the honeymoon will be spent abroad.

St Leonards and St Katharine's Schools, St Andrews, Fife. Term began on Tuesday, January 7. Mrs Gillian Gibson took up her post as Headmistress of St Katharine's School, St Andrews, Fife, on Tuesday, January 7. Mrs Gibson, who has been at the school since 1985, is a former pupil of St Leonards School, St Andrews, Fife. She is married to Mr John Gibson, a partner in the firm of Messrs J. & J. Gibson, St Andrews, Fife. She has two children, a son and a daughter. She is a member of the St Andrews Education Committee and the St Andrews School Governors' Association. She is also a member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She is a former member of the St Andrews School of Music and the St Andrews School of Art. She is a former member of the St Andrews School of Drama and the St Andrews School of Sport. She is a former member of the St Andrews School of Dance and the St Andrews School of Music. She is a former member of the St Andrews School of Art and the St Andrews School of Drama. She is a former member of the St Andrews School of Sport and the St Andrews School of Dance. She

OBITUARIES

RENDALL CLARKE

S. H. R. (Rendall) Clarke, ocean racing yachtsman and carpet manufacturer, died on January 3 aged 82. He was born on October 13, 1909.

RENDALL Clarke's business acumen restored the fortunes of the Wilton Royal Carpet company while his passion for yachting resulted in him leading Britain's team in the Admiral's Cup series. His ocean-going yacht *Quiver IV*, one of a series which he commissioned and skippered, was the leading boat in the British Admiral's Cup team in 1965 and he was appointed team captain. The British team won the series and *Quiver* was top boat in the series and won her class in the Fastnet Race. She was just pipped for overall victory by a tiny American yacht named *Rabbit*, which finished nearly a day later than *Quiver* but won on handicap.

Rendall Clarke's business career began when he graduated from Oxford University in 1930 and started work in a small Southampton carpet-making firm, the Solent Carpet company. Within ten years, he became managing director and then proprietor.

During the second world war the business was turned over to making barrage balloons and other military material. Clarke found himself in a reserved occupation but was determined to join up and achieve an ambition of driving a tank. In 1942 he was able to persuade the authorities to allow him to do this and did indeed drive a tank across Europe from the Normandy beaches to Berlin.

In 1945 he returned to the carpet business and shortly afterwards was asked by Lord Pembroke to help with the management of the Wilton Royal Carpet factory in Salisbury which was, at that time, owned by the Pembroke family but was in financial difficulties. Wilton, which had provided work for local weavers since the 17th century, was one of the Britain's oldest carpet factories and perhaps the most famous and Clarke was interested. But instead of



Rendall Clarke at the helm of his yacht *Quiver IV* (above)

joining Lord Pembroke's management team, he bought the company. For ten years Wilton continued to produce some of the most expensive hand-made carpets available anywhere but failed to achieve profitability. In 1957 Clarke, always a decisive and clear-thinking businessman, radically changed Wilton's business strategy, discontinuing its old lines and ensuring that the old looms were burnt so that nobody would be tempted to restart them. Wilton quickly began to make profits and shortly afterwards the Wilton and Solent com-

panies were merged, under the name of the Wilton Royal Carpet Company, and floated on the London Stock Exchange. Clarke was always quick to adopt new technology and when he saw that tufted carpets were likely to take a large share of his market, he set up Hampshire Industrial Textiles in a new factory at Romsey. The success of the group attracted predators. In 1970, Youghal Carpets, an Irish company, made a takeover bid for Wilton and Clarke reluctantly gave up control. Although he became a director of Youghal, he was never

happy with its management and retired from the business as soon as he felt able to do so.

Ren Clarke's consuming interest, apart from his family and business, was sailing and yacht racing. His father owned a yacht and he therefore started young. In the 1930s and for a few years after the war he raced dinghies keenly with the Centreboard Racing Club which had been formed in 1934 by Charles Nicholson and a group of local sailing enthusiasts at Cracknore Harb. After the war he reformed at Hamble, but by that time Clarke was becoming more interested in racing larger boats in which he was always welcome as a crewman, not only for his competence and enthusiasm, but also for his immense strength.

In 1957 he bought his first cruising yacht, a 37-footer named *Qui Vive*. Wishing to change the name, but uncertain as to a new name, he

typically (and cost efficiently) removed only the last three letters from the transom of the yacht and renamed her *Quiver*. He quickly acquired a taste for ocean racing and in 1958 placed an order for a new yacht, which he christened *Quiver II*. This yacht competed in the 1959 Fastnet Race and in 1960 a new design was commissioned with the object of competing with the very best in international ocean racing. *Quiver III* was launched in 1961 and was immediately successful, winning most of the races in which she entered and becoming an automatic selection for the British Admiral's Cup team. She distinguished herself in the series with wins in the Britannia and New York Yacht Club Cups during Cowes Week and a class win and second overall in the Fastnet Race.

In 1963 *Quiver* was reserve boat for the British Admiral's Cup team, and for 1965 Clarke commissioned *Quiver IV*, which proved to be the most successful of all his racers. *Quiver V* and *Quiver VI* were built in 1969 and 1971 and were raced very successfully, without ever reaching quite the same peaks. In 1972 Clarke retired from ocean racing and built a 48ft cruising yacht, *Quiver VII*, which he kept until his retirement from active sailing only a few years before his death. Clarke was rear commodore of the Royal Ocean Racing Club from 1964 to 1966 and commodore of the Royal Lyngby Yacht Club in 1968 and 1969. He was a considerable benefactor of both clubs and after his retirement from active sailing, he was a great supporter of the Royal Lyngby Yacht Club juniors, providing them with a rescue boat and sailing dinghies.

Despite the deaths of two of his three daughters his main loyalty has been to both his extended and direct family. Both family and friends will remember him for being an enthusiastic and generous host and supporter of individuals and causes.

He is survived by his devoted wife of 57 years, Cynthia, and by two of his four children.

APPRECIATIONS

William Rees-Davies

MY FATHER Billy Rees-Davies (obituary, January 14) had the rare gift of oratory developed in his days as Head of Pop at Eton, the Pitt Club and debates at Cambridge and could always be relied upon to add wit, colour and controversy to the House. You correctly stated he was ahead of his time when in 1959 he introduced a private member's bill to reform the gaming laws but typical of my father was the response he had to the day, July 24, chosen by the Whips for the debate which coincided with his wedding day. Having assembled his colleagues on the Terrace for his reception he led them through the Lobby before going away on honeymoon.

You may be interested to note that his campaign led to reform by the Government and legislation of casinos. Over many years he also campaigned to get betting tax reduced, particularly on course. As a result of these efforts, he was given membership of the Racecourse Association. Action was eventually taken after he had left the House by Douglas Hurd (when home secretary).

You also failed to mention that he set up the Anglo-Greek parliamentary group and chaired it for many years, was secretary of the home affairs select committee, leader of the health and social services committee, and the tourism committee.

As a protagonist, he also played a less well-known part in the change of course of the Conservative party. As one of the original six supporters of Mrs Thatcher he was one of her campaign managers, along with Airey Neave, and orchestrated her victory over Ted Heath to become Leader of the Conservative party. The victory party was held the same night at his former home in Victoria Square.

The speaker Bernard Weatherill (and former Whip) described him affectionately as "not the easiest of my flock to steer through the lobby, but once you secured his word he never let you down".

At the Bar he was a highly regarded criminal lawyer and also became a national expert in town and country planning law. He took Silk (Queen's Counsel) in 1973. One of the youngest head of chambers he successfully defended many hardened criminals. Former colleagues, clients, opponents and his judges all have a story to tell about him. He'll be remembered as a wonderful orator, famed for his cross-examination techniques and his closing speeches which (delivered without a note) rarely failed to charm and sway juries.

Above all, however, he loved life — women, parties, racing, art and antiques were his passions. No one knew how to enjoy life better.

Oonagh Rees-Davies



James Morton's postscript (January 21) to Billy Rees-Davies's obituary omitted a delightful story told to me by my pupil-master, Judge Krikler. Billy, whose client had been found guilty by an Old Bailey jury, had embarked on a dangerous plea in mitigation of sentence. He started to concede what a terrible life of crime his client had adopted. The prisoner in the dock, via his solicitor, tried to pass Billy a note. He stopped and looked round.

"I understand my client wishes to pass me a billet-doux," said Billy to the judge, (who I think was Judge King-Hamilton).

"Much more likely to be a Billy don't," observed the judge.

Stephen Hall-Jones

Canon Leslie Wilson

LESLIE Wilson's ministry at St Andrew's Church, Fort William, was mentioned only briefly in his obituary (January 13) but those who knew him well between 1938 and 1942 will always think of that time as one of the most fruitful periods in his life. He was immensely proud of his Scottish ancestry and of his membership of the Episcopal Church of Scotland, and his regard for both those things was reflected in his dedicated work at St Andrew's and its outposts at Onich and on the Isle of Skye. At 30 he became the youngest canon in the Episcopal Church — and probably in the Anglican

Communion as a whole. He was a superb trainer of clergy, which was hardly surprising, since he had received his own training from the great Canon Laurie, at Old St Paul's, Edinburgh.

To these recollections one small footnote must be added. As the obituary says, his first marriage did, sadly, end in a separation. But I, and many others, remember his wife, Reba, as a gentle, gracious and kindly lady, with a delightful sense of humour.

Dr K. A. Jenner

The concise crossword, the chess problem and the answers to Word-Watching are on page 15 of the new Life and Times section.

HARRY MORTIMER

Harry Mortimer, CBE, brass band leader, died on January 23 aged 89. He was born on April 10, 1902.

HARRY Mortimer's name was synonymous with brass band music. He played a leading part in breaking down an antipathy in professional musical circles towards brass bands and their working class origins. He brought them closer to the world of orchestral music. In his early days brass band musicians were mostly amateurs or semi-professionals more fully employed in industrial enterprises, from which the bands took their names.

Mortimer had the distinction of conducting the winning band in the British Open and National Championships on 18 occasions and of conducting a brass band concert as part of the Proms. From 1950 to 1941 he played principal trumpet with the Halle and Liverpool Philharmonic orchestras — dashing off between performances to play and conduct with brass bands such as the Black Dyke Mills, Mann's and Felton's and Morris Motors. These were years during which he was able to make friendships with many of the leading orchestral conductors, including Malcolm Sargent, John Barbirolli, Adrian Boult and Thomas Beecham, several of whom he was later to persuade to conduct and compose specifically for the brass



band. Some of the new works required a high standard of playing and the brass bands became a profitable recruiting ground for orchestras.

An important turning point came when Edward Elgar wrote his *Severn Suite* — dedicated to George Bernard Shaw — in 1930 and later, John Ireland composed his *Comedy Overture* and his *Downland Suite*. In a reversal of usual practice, these works were written for brass bands and afterwards transcribed for orchestra. Mortimer was able to further his links between the brass and orchestral spheres when he became brass and military band adviser in the BBC music department, a post he

held for 25 years until his retirement in 1964. Mortimer was born in Hedden Bridge, West Yorkshire, into a family that was to dominate brass band circles. He first played the cornet at the age of eight on an instrument loaned by the local band of which his father, the equally legendary Fred Mortimer, was conductor. The family moved to Luton where the formidable combination began to thrive. Fred Mortimer's three sons, Harry, Alex and Rex all earned their places in the Luton Band, with Harry standing on a ginger-beer box to measure up to the adults. All three went on to become conductors of famous brass bands.

As a youth during the first world war Harry Mortimer was invited to play the trumpet in a theatre orchestra, an experience which, he always believed, was invaluable when he later auditioned for a place in the Halle Orchestra. He was appointed OBE in 1950.

During these and later years Mortimer became a household name as a conductor of brass bands. He had a long association with two in particular, the Oxford Band (formerly the BMC Concert Band) and Fairley Aviation Works Band. He also conceived the idea of putting bands together and using them as one orchestra, ensembles known as Men o' Brass, which he conducted at concerts and in a number of widely acclaimed television programmes. Even in his late seventies he was constantly in demand as a conductor, both in Britain and abroad. He also organised the British Open Championships at Belle Vue, Manchester, and gave much encouragement to the National Youth Brass Band.

Mortimer was appointed CBE in 1984. He is survived by his wife Margaret, two daughters from his first marriage and a son from his second.

DOROTHY ALISON

Dorothy Alison, actress, died in London on January 17, aged 66. She was born in Broken Hill, New South Wales, Australia, in 1925.

WIFE, mother, teacher, nurse: these were the typical Dorothy Alison roles. If producers wanted a star actress to exude glamour and excitement — though after the heyday of Gainsborough and Margaret Lockwood such divas passed out of fashion — they sought a sensitive, warm, reassuring presence in the supporting cast, Dorothy Alison would never disappoint. In the highly popular *Reach for the Sky* (1956), she was particularly notable as Nurse Brace, patiently guiding RAF pilot Douglas Bader (played by Kenneth More) in the use of his artificial legs. In *The Long Arm* (1956) she served with distinction as Detective Superintendent Jack Hawkins' wife, neglected in her Bromley semi-detached while her husband chased crooks. She was a secretary in Alexander Mackendrick's *The Maggie*, an eccentric Ealing comedy which pops up on afternoon television from time to time. Other films saw her worrying over Richard Attenborough, a fellow lodger in *The Man Upstairs* (1958), and young Colin Peterson, wild urchin hero of *The Scamp* (1957).

Behind Alison's pleasant, polite demeanour, however, lay a considerable talent that deserved wider scope. She attacked even the most stereotyped film roles with redeeming vigour and sincerity. On stage, latterly, she

spread her wings, playing Aunt Nonnie in an Australian tour of *Sweet Bird of Youth*. She also wrote scripts for British television during the Seventies including *Babylon* (1971) and *Song at Twilight* (1973).

She first entered films in 1947, when Ealing Studios cast her in a small role in *Eureka Stockade*, a period adventure shot in her native Australia, directed by Harry Watt, which capitalised on the craggy cobbler features of Chips Rafferty. Two years later Alison came to England. At first work was scarce; then Ealing's Leslie Norman, producer of *Eureka Stockade*, picked her to play in *Mandy* (1952) the dedicated teacher of the young deaf heroine portrayed by seven-year-old Mandy Miller. The British Film Academy nominated Alison for their most promising newcomer award.

The promise, regrettably, was only partially fulfilled. By the Sixties, British films were struggling free of their middle-class cocoon and had less use for Alison's homely wives and mothers. But she remained in work — she even graced a Hammer horror, *Doctor Jekyll and Sister Hyde* (1971) — and in the Eighties was kept tolerably busy with cameo roles, both in Britain and Australia. She featured strongly in the Australian television mini-series *A Town Called Alice* (1980), and played alongside Meryl Streep as Lindy Chamberlain's mother in *A Cry in the Dark* (1988), a film based on the Ayers Rock "dingo" baby case. It was her last major feature.



Jean Delage

THE French author and journalist who devised the idea of making the white cane a symbol of blindness, has died six months short of his hundredth birthday. Delage founded the "Cannes Blanches" association for the blind in France after the first world war. He believed that the blind should be instantly recognisable to others and suggested the white cane as an identifying mark.

He began as a Parisian cabaret singer and wrote several plays for French-speaking theatres. As a journalist he worked for the defunct *Evolution* as well as *L'Illustration*. When he was nearly 60 he went to Morocco to join the state-owned Radio Maroc, and later became public relations officer for the Casablanca International Fair and the Tourism Office. He remained in that country and died in Rabat.

His last book, *Maroc que j'aime* (The Morocco I Love), was published in 1987 with a preface by the French foreign minister Roland Dumas. It was dedicated to President François Mitterrand, who made him a commander of the Legion of Honour.

PIETRO DI DONATO

Pietro di Donato, American novelist, died in a Long Island hospital on January 19 aged 80. He was born in West Hoboken, New Jersey, on April 13, 1911.

PIETRO di Donato will be chiefly remembered for one vivid proletarian novel *Christ In Concrete*, which was first published in America in 1939 and was hailed in many quarters as a masterpiece. It began, under the same title, as a short story in *Esquire* in 1937 and attracted attention as the work of a bricklayer whose education had been almost solely through his own efforts. Di Donato was sufficiently encouraged to take a year off to expand it into a full-length novel. After its American success it came out in Great Britain under the Victor Gollancz imprint, then in the forefront of British left-wing publishing houses.

Di Donato was born the eldest of eight children of Italian immigrant parents. His father was a bricklayer who was killed in the collapse of a building when the boy was 12. Not long after that his mother died and di

Donato was obliged to go to work as a builder to support his younger brothers and sisters. He was thus doing the heavy labour of a man while still a boy. But despite the obstacles he attended night classes and read widely, learning in particular from Russian novelists.

Christ In Concrete is essentially biographical. Di Donato's father appears as Geremio, a simple and sensual builder's foreman, the description of whose hideous crushing — on a Good Friday — under the concrete of a jerry-built construction attracted high praise. Di Donato himself appears as Paul, who loses his faith in God when his newly-found mentor, Nazone, falls from a skyscraper. The novel was praised for its "coarse virility" and a descriptive power which owed much to Gorky. It was also criticised, as it was for instance by *The Times*, for containing "yards of rhetorical and over-written stuff". Where di Donato was effective was in his creation of English dialogue based on colloquial Italian speech-forms. Di Donato was better

at creating the atmosphere and times in which his father worked than in treating the philosophical and religious themes woven into the book.

Di Donato returned for a time to bricklaying after this success, working on the buildings connected with New York's World Fair. He continued to publish stories in magazines such as *Esquire*. One in particular, "The Widow of Whadda-U-Want", which appeared in *Discovery*, attracted high praise. *Three Circles of Light*, the sequel to *Christ In Concrete*, came out in 1960, but it failed to attract the same kind of attention. The consensus was that di Donato had written his masterpiece more than 20 years earlier.

His continuing interest in religion was reflected in *Migrant Saint* (1960), a life of Mother Capriani. The novel *The Penitent* (1962) fictionalises this subject matter.

Christ In Concrete remains by far his best book in a career which was not particularly prolific and which faded. It is scheduled for re-issue in America by Signet Books next autumn.

UK schools in 'time-share' French move

By JOHN O'LEARY
HIGHER EDUCATION CORRESPONDENT

IN THE increasingly competitive world of private education, the latest selling point is a chateau in France.

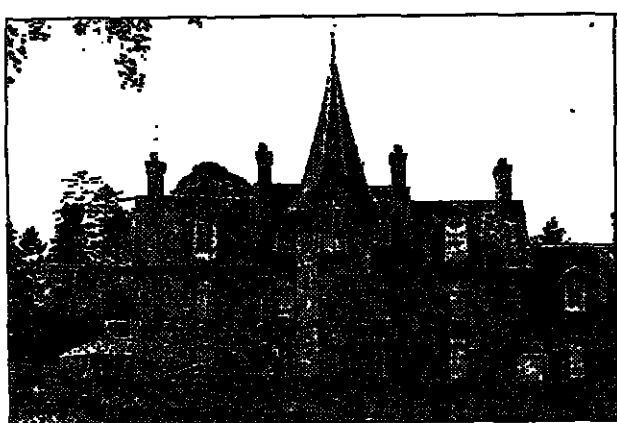
With an investment in excess of £500,000, Riverston School, in Lee Green, south London, is to open an outpost in Normandy in April that may be the start of a network of "educational time shares".

As well as doing wonders for pupils' French, the move to the Continent is an indication of the search by independent schools for a feature to attract a regular stream of applicants. Robin Wilson, the headmaster at Trinity School, Croydon, said: "Everyone is nervous this year because of the recession, and now that state schools' finances depend on the size of their rolls, there is bound to be increased competition from the state system as well."

Michael Lewis, the owner-headmaster of Riverston, said: "We are surrounded by major public schools, and I wanted something that would make us stand out. Like many city schools, we have a shortage of rolling acres, and this will enable the children to improve their languages and develop leadership skills and individual thinking through outdoor activities."

Château de la Beaudonnière, three miles from Mont St Michel, is set in 85 acres and will eventually accommodate 60 pupils. From the age of eight they will spend at least a week there each year without any addition to their fees, which range up to £950 a term.

Riverston will use the chateau for half the school year.



Château de la Beaudonnière: educational outpost

letting it to other schools for the remaining weeks.

If the venture is a success, Mr Lewis hopes to make his next purchase in the Dolomites. "It is my ambition to build a network around Europe, based on the idea of educational time shares," he said.

Cothill House, a prep school near Abingdon, Oxon, has had a smaller chateau in the south of France for two years. Adrian Richardson, the headmaster, said: "It was the finest thing we have ever done. The whole world wants to get there."

Cothill's chateau near Toulouse has 16 bedrooms, a swimming pool and tennis courts. Classes spend whole terms in France, their lessons delivered in French by two local teachers under the direction of English staff.

New College in Cardiff has been in a £300,000 chateau in Brittany for a similar period and also hopes to expand, with an Austrian castle next on its shopping list.

Not all independent schools want or can afford a continental outpost, however. Northbourne Park, a prep school near Deal, Kent, has reversed the trend by bringing more French children to England. Graham Fenner, the headmaster, said: "Our fees are much higher than those in France, where they are subsidised by the state, but there is a steady demand for places. The children mix naturally, and both sides benefit enormously."

Leading article, page 13
Life & Times, pages 7, 9



Paris on parade: Gianni Versace creations — a jacket in striped silk with multi-patterned ruffle edging and skirt with beads; a satin bolero piped in gold with checked trousers; and a clash of zebra markings with gold baroque print in jacket and skirt

Cosmonauts' strike adds to Sergei's woe

Continued from page 1
watchers of the Russian media had been correct, almost every sector would have been on strike weeks ago, first in anticipation of free prices, then in protest against them.

In most cases, threatened strikes have either not taken place at all or remained only token stoppages. Calls for nationwide "days of action" have attracted scant support. Big strikes called by medical workers, teachers, transport workers and others have not taken place. A miners' strike in the northern coalfields of the Kuzbass appears to have been averted by the Russian leadership, and a threatened strike in the mostly Russian coal-mining area of Ukraine has not happened either.

The recently acquired opportunity to strike without being sacked or shot has been tempered by the threat of un-

employment. Large-scale redundancy among office workers, and especially among women, is leaving Russian families with only one breadwinner in a system which has assumed that both men and women work full-time. Those strikes which have taken place have mostly been the result of specific local circumstances. Medical workers and teachers have threatened strikes over pay but the Russian government has managed to keep one step ahead by announcing large pay increases from December — and then paying them only in January.

The only comfort for Sergei Krikalev as he circles the globe, sending occasional appeals for more information, is that he is probably blissfully unaware of the true situation in the land he left behind.

Arms talks, page 10

Alert over water war

Continued from page 1

billion people would be sharing the same supplies as the five billion who now comprise the world population, he said: "There is now no longer an unlimited supply of fresh water — international competition for it is growing, and as demand grows the competition will grow more fierce, more violent. With no clear consensus on how best to use shared water resources for the benefit of all the riparian states, that competition will become conflict."

The call for a "water shock" came from Arcot Ramachandran, executive director of the UN centre for human settlements and the UN's leading expert on Third World cities and their soaring demands for water for drinking and sanitation.

Leading article, page 13
Life & Times, page 4

Claws out behind the Paris catwalks

By LIZ SMITH, FASHION EDITOR IN PARIS

THE haute couture spring shows opened here at the weekend and Paris should have been abuzz with talk about zig-zagging hemlines and trend-setting silhouettes. Instead the talk is of backstage squabbles as designers jostle for prime slots on the show calendar, poach top models, vie for clients and chase publicity.

Gianni Versace sent out enough distractions — jungle prints, fringing, cowboy shirts and gold lace crinolines — to disguise the fact that he had few new ideas. What he did have was Elton John in the front row, parading a yellow-and-black dogtooth Versace suit and smart patter about the Italian designer whose clothes he will wear on his next tour.

If shock-frocks on the catwalk cannot guarantee column inches, offstage

squabbles will. Valentino, Italy's top designer, has generated as much publicity from a scrap with the Chambre Syndicale, the central body ruling French fashion, as from the collection of coquettish clothes he showed in Paris last night. Not content with his slot on the calendar, he switched it from one of the last to one of the first.

Mutterings from Giancarlo Giammetti, Valentino's business partner, about other designers being "nobodies or has-beens" have cooled. Frago-Italian relations even more.

Christian Lacroix has refined his flamboyances in his spring collection, shown in Paris yesterday. Several new streamlined "silhouettes" revealed a quieter side to the Lacroix look.

Life & Times, page 5

Tory lead points to April 9 election

Continued from page 1

party's message that 46 per cent of families will benefit and only 8.7 per cent will pay more under Labour's taxation and benefits package. This will be accompanied by warnings from Bryan Gould today, and John Smith later in the week, of big poll tax increases in key Tory seats, and of possible VAT increases. VAT, which the Conservatives have lifted to 17.5 per cent, will be highlighted as a "tax on everyone".

Labour's efforts were hampered yesterday as the Conservatives tried to seize upon alleged new contradictions in their tax and spending stance. It centred on the timing of emergency measures which Labour says it would introduce to revitalise the economy.

Roy Hattersley, the deputy leader, told TV-am's *First Sunday* programme that the £1 billion package of measures to beat the recession "will happen as part of other issues which come about as the economy begins to move slightly forward". The Tories said that other Labour spokesmen, including Neil Kinnock and shadow Treasury chief secretary Margaret Beckett, had promised that the emergency package was an immediate commitment.

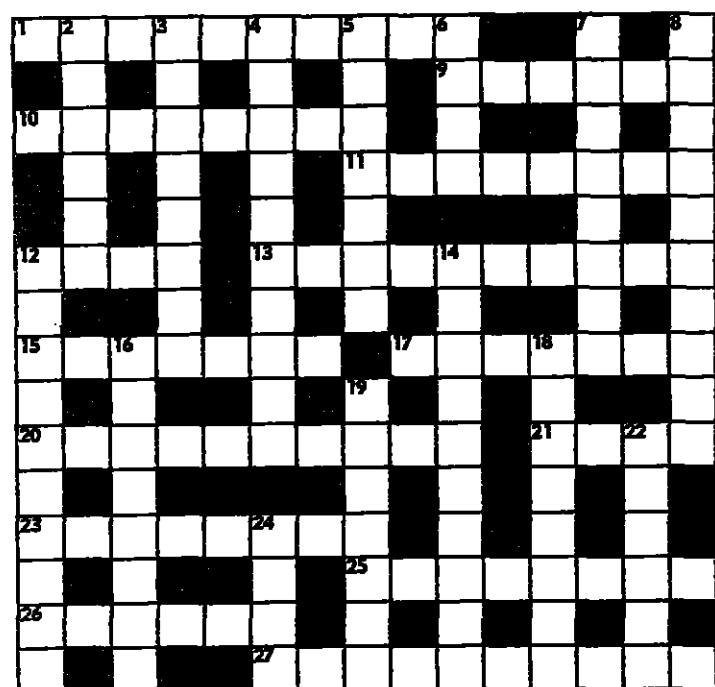
Jack Cunningham, Labour campaign co-ordinator, told BBC television's *On the Record* that there was no confusion and said that the economic package would be implemented immediately. "Really, it's not to mislead the matter to start picking over individual words and sentences in different television programmes... I'm not aware that we are saying different things," he said.

The Liberal Democrats yesterday welcomed their apparent improvement in electoral standing. They intend to attack Mr Major today for refusing to accept that freedom of information legislation should be included in the Citizen's Charter.

Paddy Ashdown said he was delighted with evidence that his party was continuing to gain in the polls. "I think this appalling campaign of vilification, insult, misrepresentation, slur and lie that they have both been conducting... this high-pressure exchange of rudeness, is turning people off," he said on the London Independent radio station LBC.

Peter Riddell, page 12

THE TIMES CROSSWORD PUZZLE NO 18,825



WORD-WATCHING

A daily safari through the language jungle. Which definitions are correct?

By Philip Howard

WHO THE DICKENS?
COLONEL DRIVER
a. A commandant of Chatham militia
b. An American editor
c. Florence Dombey's husband
MRS RIDGEBURY
a. A midwife
b. A hopeless charlatry
c. A doo-humming hostess
MR BROOKS
a. An usher at Salem House
b. An alias for a convict
c. A cat-loving pianist
MR FANG
a. A harsh magistrate
b. Fagin's second in command
c. Scrooge's old partner

Answers on page 15 of Life & Times

AA ROADWATCH

For the latest AA traffic and roadworks information, 24 hours a day, dial 0836 401 followed by the appropriate code.

London & SE
C London (within N & S Circs) 731
M-ways/roads M4/M1 732
M-ways/roads M1/Dartford T 733
M-ways/roads Dartford T-M23 734
M-ways/roads M23-A4 735
M25 London Orbital only 736
National

National motorways
West Country 737
Wales 738
Midlands 740
East Anglia 741
North-east England 742
North-east England 743
Scotland 744
Northern Ireland 745

AA Roadwatch is charged at 36p per minute (cheap rate) and 48p per minute at all other times.

Solution to Qualifier puzzle No 18,816

DIOLDRUMS APLOMB
E A B E A P A
M E R I O A N F R I E N D
O V I N P I R I
T I E N O I B O A T S W A I N
E X G U N T A
W O R S E T R A D I N G
A T T I E L C E
P U M P E R N I C K E L
O P E R A T I O N S T
S T E W I N S O N A L T E R
T R A S I N V I
A L I G H T A C A D E M I C
T A O R I K
E N I S H T I N N A T E L Y

Concise Crossword, Life & Times, 15

North parts of Scotland and Northern Ireland will be cloudy with patchy rain while the rest of Scotland and Northern Ireland will be dry and bright. East Anglia and southeast England will be dull at first with low cloud, but bright or sunny spells should develop. Wales and the rest of England will also be dry and bright but overnight freezing fog will linger in places. Outlook: light rain in the far northwest; otherwise, dry with patchy fog in places.

TOURIST RATES

	Bank	Buy	Sell
Australia \$	2.47	2.31	
Austria Sch	21.20	19.70	
Belgium F	6.35	57.85	
Canada \$	2.195	2.025	
Denmark Kr	11.85	10.90	
France F	10.22	9.52	
Germany DM	3.00	2.80	
Italy Lit	337.00	317.00	
Hong Kong S	14.40	13.40	
Ireland Pt	1.120	1.063	
Japan Yen	226.00	215.00	
Netherlands Gld	2.20	2.00	
Norway Kr	3.37	3.15	
Portugal Esc	207.75	229.75	
South Africa Rd	5.60	4.90	
Spain Ptas	168.00	175.00	
Sweden Kr	11.02	10.22	
Switzerland Fr	2.98	2.48	
Turkey Lira	1000.00	900.00	
USA \$	1.872	1.747	
Yugoslavia Dnr	1.872	1.747	

* denotes Not Available

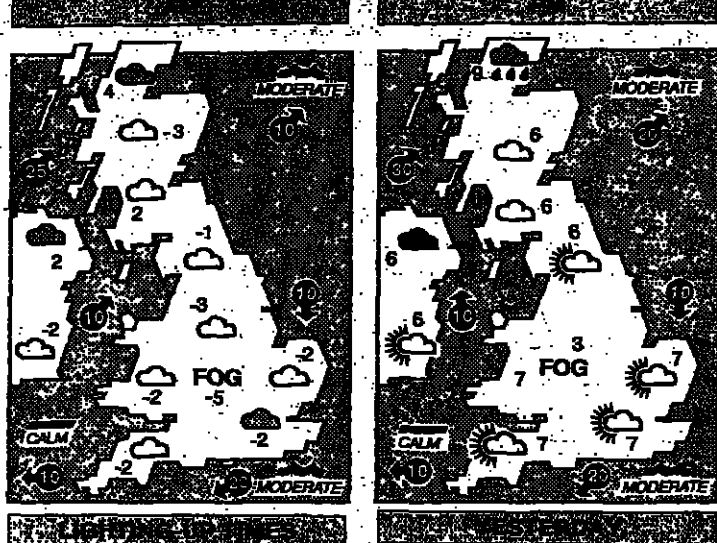
These are Saturday's figures

WINDS WEATHER

For the latest region by region forecast, 24 hours a day, dial 0836 550 followed by the appropriate code.

	Wind	Temp	Hum	Pres	Cloud	Wind	Temp	Hum	Pres	Cloud
Greater London	701									
Kent/Surrey/Sussex	702									
Dorset/Hants & IOW	703									
Devon & Cornwall	704									
Wiltshire/Avon/Somerset	705									
Berkshire/Bucks/Oxon	706									
Beds/Herts & Essex	707									
North/Suffolk/Cambs	708									
West Mid & Shrop & Gwent	709									
Shrop/Herts & Wores	710									
Central Midlands	711									
East Midlands	712									
Lincs & Humberside	713									
Gloucester & Hereford	714									
Gwynedd & Cymru	715									
N W England	716									
W & S Yorks & Wales	717									
N E England	718									
Cumbria & Lake District	719									
S W Scotland	720									
W Central Scotland	721									
Edin & Fife/Lothian & Borders	722									
S Central Scotland	723									
Grampian & E Highlands	724									
N W Scotland	725									
Orkney & Shetland	726									
N Ireland	727									

Weather is charged at 36p per minute (cheap rate) and 48p per minute at all other times.



Temperatures at midday yesterday: a, cloud; f, fog; m, mist; s, sun; c, clear; b, bright; r, rain; dr, drizzle; sh, shower; th, thunder; w, wind; h, hail; d, dew; i, ice; v, very; l, light; m, moderate; s, strong; v, very; h, heavy; e, extreme; m, moderate; s, strong; v, very; h, heavy; e, extreme.

London 4.40 pm to 7.45 am
Bristol 4.50 pm to 7.55 am
Edinburgh 4.56 pm to 8.01 am
Manchester 4.41 pm to 8.02 am
Penzance 5.06 pm to 8.03 am

Sun rises: 7.47 am
Moon sets: 10.32 am

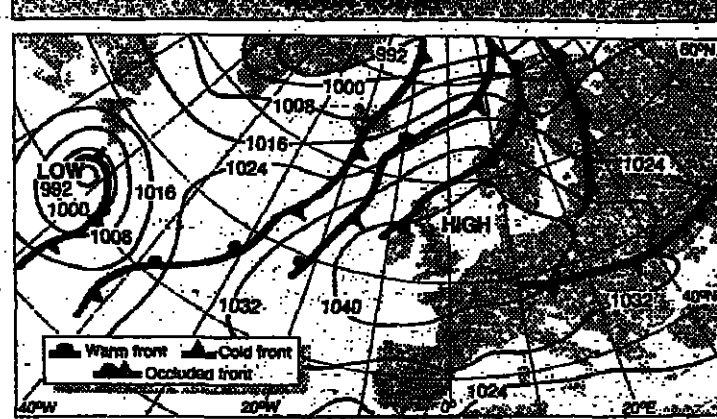
New Moon February 3

Yesterday: Temp: max 6am to 6pm, 0.4C (32F); min 6pm to 6am, -0.5C (32F); Rain: 24hr to 6pm, nil; Sun: 24hr to 6pm, 5.2 hr.

Today: AM HT PM HT TODAY AM HT PM HT TODAY AM HT PM HT

London Bridge	6.55	6.8	7.31	6.3	4.21	4.7	PM	4.7
Aberdeen	6.55	6.8	7.31	6.3	2.28	2.4	4.8	2.9
Belfast	12.01	11.2	12.21	11.0	4.30	4.4	4.1	4.1
Birmingham	4.42	2.3	5.02	3.7	11.34	8.7		
Cardiff	10.59	4.7	12.08	10.2	10.33	5.8	11.06	5.6
Doncaster	4.05	4.0	4.28	5.8	10.47	3.1	11.46	3.0
Dover	10.33	4.3	11.03	4.2	10.16	4.7	10.51	4.5
Falmouth	4.48	3.7	5.23	3.4	11.41	1.6		
Glasgow	3.35	4.6	4.07	4.7	4.32	4.3	4.59	4.0
Harwich	11.43	6.2			4.11	5.5	4.45	6.1
Headingley					4.19	4.1	4.47	3.8

Tide in metres: 1m=3.2808ft.



© TIMES NEWSPAPERS LIMITED, 1992. Published and printed by Times Newspapers Ltd at 1, Victoria Street, London E1 6BN. Telephone 01-772 2000 and at Kingsway Press, London E20 6JH. Printed and published by the Times Newspaper at 1, Victoria Street, London E1 6BN. Registered as a newspaper at the Tax Office.

THE TIMES BUSINESS

MONDAY JANUARY 27 1992

BUSINESS EDITOR JOHN BELL

● BUSINESS NEWS 17-22
● SPORT 23-28

MAN OF THE WEEK

Charmer spoiling for a battle

There is nothing like a whiff of scandal to liven up a company annual meeting. Tomorrow, Lord Hanson and White are due to take their places on stage at the Barbican Centre for Hanson's 25th year get-together. Lord White, chairman of Hanson Industries, will be there, although the meeting clashes with a scheduled court hearing in Aspen, Colorado, to discuss allegations of assault at Christmas by Victoria Tucker, his 29-year-old girlfriend. The allegations have since been withdrawn. Lawyers are expected to attend the court hearing in Aspen.

White is the strategic genius of the Hanson duo, a takeover master who relishes his four fives in *Fortune* magazine's predator rating. He is proof that, contrary to popular opinion, it is possible for Britons to make a fortune in America.



Lord White: elegant

Rudyard Kipling. Leaving school at 16, he signed up for the second world war, spending four years in the Special Operations Executive.

Tall, elegant and dripping with charm, White has courted danger ever since, revelling in the tense world of hostile takeovers. "I always live with the fear of making a mistake," he is on record as saying. That mistake appears to have been the decision to buy 2.8 per cent in ICI last year, prompting revelations about loss-making investments in Kew Gardens. Since then, City institutions have turned churchwardens, and while they brush aside his escapades, they are increasingly concerned about his ability to keep on performing financially. Tomorrow, someone may even be brave enough to ask how much he is paid - a figure currently undisclosed.

JUDI BEVAN

CHANGE ON WEEK

THE POUND

US dollar 1.8045 (+0.0188)
German mark 2.8674 (+0.0165)
Exchange index 90.8 (+0.4)

Bank of England official close (4pm)

STOCK MARKET

FT 30 share 1944.9 (-21.9)
FT-SE 100 2510.4 (-26.3)
New York Dow Jones 3232.78 (-32.2)
Tokyo Nikkei Ave 21072.15 (-249.22)

Volvo merger with Procordia to create £11 bn Euro-giant

FROM DAVID BAKTAL IN STOCKHOLM

VOLVO, the car, truck and bus manufacturer, has announced plans to merge with Procordia, the Swedish food and pharmaceutical company, in a deal worth Skr38.7 billion (£3.7 billion), creating a European conglomerate with combined sales of Skr115.7 billion (£11 billion).

The surprising merger proposal came days before the Swedish government was expected to place its 39.5 per cent capital stake in Procordia on the market, as the first step in an historic privatisation of 35 Swedish state-owned companies. Pehr G

Gyllenhammar, the chairman of Volvo, said: "What made the boards of Procordia and Volvo move was the decision of the parliament confirming the government's intention to sell. That opened up Procordia."

Ironically, completion of the deal would make the Swedish state a 25.6 per cent part-owner in Volvo, the largest industrial group in Scandinavia.

According to the terms of the offer, made public on Saturday, Procordia will exchange nine new shares for four Volvo shares. The total value of the deal in current market prices makes the Procordia

deal with Volvo Sweden's largest corporate takeover. After the merger, the entire company, with a workforce of 105,000, is to be called Volvo.

The Swedish state, which through Fortia, its holding company, controls 42.7 per cent of the Procordia vote, is highly sceptical about the merger. On Thursday, the government's privatisation commission rejected a similar proposal, in which Procordia offered ten new shares for four Volvo shares.

In rejecting the first bid, Curt Nicolin, the commission chairman, wrote that the value placed on the Volvo shares was too

high and that the industrial synergistic benefits were "not convincing".

Despite the government's disapproval it might be powerless to stop the deal. A simple majority at the Procordia shareholders' meeting on May 12 is needed to approve the merger.

What Volvo receives from its marriage to Procordia is a dependable profit machine that is not subject to the cyclical swing of the motor industry. For Procordia, which earned net profits of Skr4.1 billion last year, the alliance means the adoption of one of Scandinavia's most respected trade names as well as added financial clout and

contact on world markets. Procordia subsidiaries include Cabi-Pharmacia, the biotechnological company, United Brands, the tobacco firm, and the Pripas brewery. The company had sales last year of Skr39.4 billion compared with Volvo sales of Skr76.3 billion. Soren Gyll, the Procordia president, said his company has little room to grow on its Scandinavian home market and wants to expand abroad.

Mr Gyll has been suggested as chief executive and president of the new Volvo group. Mr Gyllenhammar is to continue as chairman in the new and enlarged Volvo.

House prices to fall 2% this year

Rescue deals 'will not stem repossessions'

BY LINDSAY COOK, MONEY EDITOR

PROPERTY repossessions are not expected to fall this year despite the launch of mortgage rescue packages devised by lenders at the behest of the government.

A report from UBS Phillips & Drew, the stockbroker, suggests the number of homes to be repossessed during 1992 will reach 80,000. Next month, the Council of Mortgage Lenders is expected to confirm that last year's total was also around 80,000.

John Wriglesworth, the author of the report, "Housing

Market: Economic Time Bomb", says the government measures will only have "a marginal beneficial effect". The mortgage rescue schemes will keep 15,000 homeowners in their properties while the change in social security rules will save an additional 10,000.

However, had lenders not increased their debt counselling, the number of repossessions could have increased to 125,000 this year. Mr Wriglesworth says. This assumption is based on the 270,000 people in serious arrears at the end of 1991.

Almost half would previously have been expected to lose their homes.

The report also predicts that house prices will not rise significantly until 1994 and will fall on average by a further 2 per cent this year. Mr Wriglesworth, building societies analyst, blames this on a "tidal wave of excess supply of empty homes".

At the start of last year there were about 105,000 unsold empty homes. The figure is now at least 220,000. The report says: "This strongly implies that price falls last year were not sufficient to clear the market. Compounding the problem this year are more builders' completions, mortgage repossessions and empty homes being the result of inheritance."

"Over half a million empty homes will be on the market during the course of 1992. This will soak up any increase in demand due to lower interest rates, and prevent house price rises."

The report says the number of house sales is likely to increase by 12 per cent during the year. This would not be enough to remove the backlog of empty houses. Next year prices should be stable.

If mortgage tax relief was doubled for first-time buyers, turnover would increase by 20 per cent this year. House prices would quickly stabilise and could rise by 2 per cent over the year and by 8 per cent next year.

Mr Wriglesworth says a crisis of confidence is restraining demand. "Price falls in the second half of 1991 were worse than the first half. As a result, potential purchasers will continue to delay entering the market in 1992."

In addition, more cautious lending policies mean that borrowers have to put up at least 5 per cent of the property price and they are nervous that this could be wiped out within one year of purchase.

Unemployment will continue to rise at a rate of 38,000 a month, the report says, generating a fear of unemployment beyond those who are actually going to lose their jobs.

Economic View, page 19



Rifkind to review Tees sale

BY MARTIN BARROW

RIVAL bidders for the port of Tees & Hartlepool expect Malcolm Rifkind, the transport secretary, to announce the outcome of a review of the decision to sell the port to Teesside Holdings for £180 million this week.

The review was ordered by Mr Rifkind earlier this month, after a storm of protest greeted the Tees & Hartlepool Port Authority's decision to sell the port to Teesside, a consortium of Powell Duffryn, 3i and local business interests.

Teesside was chosen despite a higher £202 million bid from Maritime Transport Services and in preference to a £150 million offer from the incumbent port management that offered existing port employees 100 per cent of the equity. Price and employee participation were two of the three criteria set for the port sale, the third being the impact on the local economy.

Further criticism of Teesside's bid has centred on the involvement of Humberside Holdings, a group of companies run by the Holloway family. Douglas Holloway and his son Barry resigned as directors of Humberside after it was revealed that they were convicted in 1981 of bribing British Steel Corporation officials. John Holloway, Barry's brother, remains as chief executive of Teesside.

MTS, which has campaigned forcefully against the decision, operates the relatively new Thamesport container terminal on the Isle of Grain, in Kent.

The Tees & Hartlepool Port Authority is believed to have been concerned that MTS's development plans for the port would have been restricted by Thamesport's start-up costs. MTS has promised that 20 per cent of the equity

would be held by management and employees.

The management buyout bid is led by John Hackney, the port's chief executive, who has said he will seek a judicial review if the transport secretary's decision goes against him.

Mr Rifkind is considered unlikely to start the bidding process again, however, because of the proximity of the general election.

LAURA Ashley has appointed its first woman director since the death of the business's eponymous founder, Denise Lincoln, who takes up the newly created position of global human resources director on February 3, is the latest recruit to the board.

Ms Lincoln joins from Grand Metropolitan, where she was group management development director.

Jim Maxmin, Laura Ashley's American chief executive, said the appointment reflected the importance he attaches to the "development of people in building a first-class business".

URGENT

To: Lloyd's Names Facing Cash Calls

Feltrim

Gooda Walker

Devonshire (216/833)

Rose Thomson Young (255)

Michael Freeman a Solicitor advising many Names will explain his proposals which may prevent your Members Agents from carrying out their threat to bring about a draw down on your Security at Lloyd's to meet cash calls contrary to your instructions on the grounds that the draw down procedure is defective.

He will also explain your rights in respect of
Stop Loss Recoveries

At
The Cumberland Hotel, Marble Arch
on Wednesday 29th January 1992
at 10.30 a.m.
repeated at 2 p.m.

If you wish to attend please contact Juliet Jacobs on

071-258 3434

as soon as possible

The cost of the Seminar is
£85.00 (incl. VAT) payable upon arrival.

Wishing on a star for Disney details

BY MARTIN WALLER

DESPITE the entente cordiale - and even with American corporate "have a nice day" training - Euro Disneyland appears to be suffering the fate of all Anglo-French projects as it heads remorselessly towards its April 12 opening.

A week in which television advertisements had children all over Britain wishing upon a star for a trip to the new theme park near Paris contrasted with complaints about lack of information about the company from the London financial community. Finally, Robert Fitzpatrick, president and director general of Euro Disneyland, forgot his corporate glad-handing and accused his contractors of blackmail.

He accused 16 builders on the £2.2 billion theme park asking for Fr850 million in cost overruns of blackmail. He appeared to be trying to allay fears among investors that the park is becoming

bogged down in the kind of contractual wrangling that has dogged Eurotunnel.

Euro Disney shares, well above £15 earlier this year, have fallen to Friday's close of £14.58 on fears that the park might not open on time because of the contractors' actions. Mr Fitzpatrick said: "When you start saying, 'We'll occupy the president's office, block the roads, we'll demonstrate', I don't think that's professional. I call that blackmail. We are ready to pay anything that can be justified, but not one penny in blackmail." The 16 contractors recently stepped up the pressure, asking the office of Edith Cresson, the French prime minister, to intervene.

Euro Disney has reacted defensively to suggestions that part of the share price fall stems from the company's failure to keep the markets, particularly London, informed on progress, including the contractual dis-



Cresson: intervention puts. The company has a small public relations office in London but does not employ a full-time merchant bank. SG Warburg, the bank that oversaw the high-profile flotation in 1989, works only on an ad hoc basis, for example during the Fr3.97 billion convertible bond issue last summer. This is despite the fact that a quarter of the £607 million issue went to Britain and there are still 55,000 British shareholders.

nearly all private investors attracted by the heavy publicity surrounding the flotation.

The annual shareholders' meeting is in Paris on February 13, and financial statements, such as preliminary figures, released last week, are prepared under French accounting conventions that baffle most British analysts, let alone the private investor.

Nicholas de Shonen, corporate communications manager in Paris, said: "The London Stock Exchange is as important to us as the Paris Stock Exchange. We're doing our best. We're seeing financial analysts from everywhere, even from London. I'm afraid that again the British are claiming that they are now the centre of the world."

One London analyst said: "When you look at the budget for general publicity, razzmatazz and PR, you would think they could put even a tenth of that towards the financial community."

O&Y chief goes public on Morgan Stanley row

BY MATTHEW BOND

A PUBLIC row has blown up between Olympia & York, the private company behind the £3 billion development of Canary Wharf in London's docklands, and Morgan Stanley International, the finance group, after a £240 million financing package co-ordinated by the American Investment Bank collapsed.

Secretarial pay beats inflation

Secretarial salaries in London beat inflation last year, but only just. Their rate of growth fell from 16.6 per cent in 1988 to 5.3 per cent last year, according to the Gordon Yates Group.

Last year, the average secretarial salary in the capital went up 5.3 per cent against inflation of 4.1 per cent, but in 1990 London secretaries saw their pay fall behind inflation for the first time in more than a decade.

"In-house" salaries in 1991 also rose by more than "open-market" pay rates — those offered by companies when recruiting — for the first time. In 1990, the differential had almost disappeared, but last year "open-market" rates were as much as 4 per cent below "in-house" rates.

Hayter plan

Hayter Brockbank, one of the largest Lloyd's underwriting agencies, has announced plans to set up a subsidiary offering insurance policies direct to the public. The operation would be the most ambitious of its kind attempted by a Lloyd's agency. Agencies have tended to rely on brokers to bring business into the market, and until December, direct-response subsidiaries of agencies were not allowed to make profits but had to distribute any surplus to names.

Plaxton orders

Plaxton, the troubled coachbuilder, has won orders for buses and coaches worth £18 million. Michael Doherty, the chairman, revealed recently that the company was £40 million in debt after losing £4.51 million in the first half.

Capital drop

The number of organisations offering venture capital to businesses has fallen by a tenth over the past year, according to a survey by Levy Gee, the chartered accountant.

ing at Canary Wharf, built by Morgan Stanley itself.

The building, one of two at the site that were not built by O&Y, was the subject of a put option in 1990, requiring O&Y to buy it from Morgan Stanley by last December.

O&Y says Morgan Stanley will have to wait while new finance is put in place and that it will get its money by June. Morgan Stanley has responded by suing O&Y for non-completion.

The latest details of the row between the companies emerged in an interview given to *International Business Week* by O&Y executives. Michael Dennis, the O&Y director in charge of the Canary Wharf project, told the magazine that the finance package collapsed when a Japanese institution cut its commitment from \$180 million to \$72 million.

According to the report, O&Y hired Morgan Stanley early last year to raise finance for what is essentially a sale and leaseback deal. Morgan Stanley says completion was "unconditional" and that it had been agreed that O&Y was not relying on the finance package to complete.

Unless the parties can resolve the dispute, it will go to the High Court. In the same interview, Paul Reichmann, one of the three brothers who founded O&Y, admits the current worldwide recession is the worst he has ever seen. He expects property markets to remain depressed "for two to three years at least".

Making a success of Canary Wharf is now O&Y's top priority: it received a boost on Friday when two new tenants agreed to take 140,000 sq ft of office space. Mr Reichmann admits that refinancing the \$3.1 billion so far spent on the project is difficult, but he is confident that a \$540 million refinancing of the central skyscraper will be completed by April.

Dividend shock puts Tiny's Lonrho at bay



Lone hunter: solitary role at Lonrho for the predatory Tiny Rowland

Lonrho, the trading conglomerate that stunned the investment world on Thursday by cutting its dividend after a 24 per cent fall in 1991 pre-tax profits, is poised to be dropped from the FT-SE 100 index.

The steering committee's next quarterly meeting is on March 18, when representatives of the investment community calculate the market's top 100 shares, by capitalisation, for inclusion in the index.

When the committee last met on December 18, Bowater was first on its reserve list for inclusion, having been just pipped for the hundredth place. At that date Lonrho was nineteenth, with a market capitalisation of £1.089 billion.

On Friday, as analysts remained in investment shock, Lonrho's shares fell from 163p to 115p, before closing at 120p. Almost £300 million was wiped off Lonrho's market value, leaving it capitalised at £769.4 million.

Before the profits news, Lonrho was capitalised at £1.01 billion. The shares go ex the reduced 5p a share final dividend today.

A spokeswoman for the London Stock Exchange said she could not comment on individual cases but pointed out that the exchange looked at all unusual price movements which take place be-

Lonrho faces being dropped from the FT-SE 100 index after its shares fell to 120p, writes Colin Campbell

fore price sensitive information is released through the official channels.

To be dropped from the FT-SE 100 is a loss of corporate status and invariably leads to reduced investment interest from the City.

Analysts say they are still "stunned" by Lonrho's announcement. The obvious assumption was that Lonrho's 1991 final dividend was safe. In the event, Tiny Rowland, the chief executive, announced at 4.30pm that the final dividend was being cut from 5p to 5p, and that the traditional 3p a share interim dividend, paid at the same time, was "being withheld".

Analysts are, however, saving their detailed comments until publication of the 1991 annual report next month.

Income funds in particular will be hurt by Lonrho's cut dividend. Whether fund managers collectively try to urge Lonrho to adopt a more open style of management, in preference to the "no speak"

style long practised by Mr Rowland, remains to be seen. Mr Rowland owns 92.09 million shares, equivalent to more than 14 per cent of Lonrho's capital, and is not known to be easily persuaded to how to City observations.

Lonrho has had more than just an ordinary bumpy ride in the past year. The shares have come down from a 12-month high of 277p in April. In circumstances unrelated to Lonrho, Sir Edward du Cann resigned as chairman. After Sir Edward's resignation, Mr Rowland became executive chairman (having only recently been made deputy chairman), in addition to his post as chief executive and managing director.

Mr Rowland later stepped down as chairman in place of Rene Leclercq, a director of Lonrho for the past 15 years and known as "Mr Sugar" in the Indian Ocean, but hardly known in the City.

In January, main board director Terry Robinson left to join Vestey group.

Lonrho's annual meeting will be held at the Barbican Hall, London, on March 26. The usual private shareholders will probably be as adoring of Mr Rowland as in the past. Institutional shareholders may not even clap if, by then, Lonrho has not given them sufficient genuine encouragement to stay on its share register for another year.

Trade gap likely to beat forecast

BY OUR ECONOMICS CORRESPONDENT

OFFICIAL figures published this morning are expected to show that Britain's current account deficit for last year was about £6 billion, slightly less than the £6.5 billion shortfall Norman Lamont, the Chancellor, forecast in his autumn statement.

While the government is likely to focus on the better than expected out-turn, City analysts remain concerned about the persistence of a sizeable current account deficit despite severe recession. Market forecasts for December centre on a £500 million deficit on the current account, down from £587 million in November. The December shortfall in visible trade is predicted at £800

million, while the estimated surplus on trade in invisible items, such as banking, insurance and travel, remains £300 million.

Simon Briscoe, economist at Midland Montagu, points out that the trade deficit on food remains the biggest single sectoral deficit, running at about £5 billion. He says, if food is excluded from the calculation, the shortfall is only £1 billion. He says this adds weight to the argument that the pound is not overvalued within the European exchange-rate mechanism.

Bill Martin, chief economist at UBS Phillips & Drew, has downgraded his growth forecast for 1992 from 1.25 per cent to 0.

Fund managers still view South Africa with caution

BY JON ASHWORTH

ONLY one in 20 British fund managers thinks the time is right to invest in South Africa, a survey has found. However, a third of corporate financiers feel there is a case for investment, and political and economic progress in the months ahead will lead to a softening in attitudes.

Uncertainty about the republic's future remains the main deterrent to would-be investors together with lack of confidence and ignorance of the changes taking place. The survey by Financial Dynamics, a City PR consultant, found many fund managers are still restrained by anti-trust bars that remain in force despite the easing of sanctions announced at the Com-

monwealth Conference in Harare, Zimbabwe, in October.

At least one large Scottish institution has decided there is a case to invest in South Africa, but is unlikely to act before the summer.

There is a feeling that South African companies, after years of enforced isolation, have forgotten how to communicate with investors abroad.

Next month is likely to see a renewed wave of interest in the republic's investment potential. Smith New Court, the broker, is taking a group of fund managers to Johannesburg, and a delegation from British Invisibles, the former

Council, is paying a separate visit. Frankel Max Pollak Vindere, a Johannesburg broker, is hosting an investment conference from February 16 to 21, while Robert Fleming officially opens its representative office on February 13.

Gencon, the South African mining group, launches the country's biggest-ever rights offer today by offering shareholders a 14.5 per cent discount on the share price in Friday's close. Gencon, which hopes to raise 2 billion rand (£400 million) from the sale of 200 million shares, is offering 17 new shares at R10 each for every 10 held, R1.7 down on Friday's close of R11.7.

Macy's on verge of bankruptcy protection

FROM PHILIP ROBINSON

IN NEW YORK
RH MACY, the world's largest department store and among New York's biggest tourist attractions, is expected to file for bankruptcy protection this week. Bankers have frozen further credit and a \$1 billion rescue bid, collapsed on Friday.

Some expect the petition to be lodged today. Macy's failed to pay 20,000 suppliers an estimated \$150 million on Saturday. A filing for chapter 11 bankruptcy protection would give the \$3.6 billion debt-laden retailer breathing space to pay electricity bills, travel costs and the 78,000 staff at its 149 department stores in 18 states.

A bid to rescue Macy's by Laurence Tisch, chairman of CBS television, whose interests include shipping, insurance and tobacco, fell apart late on Friday after the Prudential Insurance Company of America refused to cut the interest on \$811 million of mortgages for half Macy's stores from 12 to 9 per cent. Interests connected to Mr Tisch already own 15 per cent.

Macy's finances its business through a \$580 million credit line provided by 40 banks. It is estimated that it owes Bankers Trust and Manufacturers Hanover about \$700 million and Swiss Bank Corporation \$560 million. Macy's lost \$155.4 million in the three months to last November, and Christmas sales were disappointing.

SAS extends Baltic network ahead of competition

BY COLIN NARBROUGH

SCANDINAVIAN Airlines Systems has completed the first phase of its strategic expansion into the former Soviet Union, with the inauguration of a Copenhagen-Vilnius route, adding Lithuania to its services to Latvia and Estonia.

Completion of the Baltic phase means the Scandinavians have extended their network into the Baltic region ahead of Lufthansa, the German national carrier currently pre-occupied elsewhere.

Air Russia, the British Airways-backed challenge to Aeroflot, the former Soviet Union airline, has also yet to

make its presence felt in the Baltic.

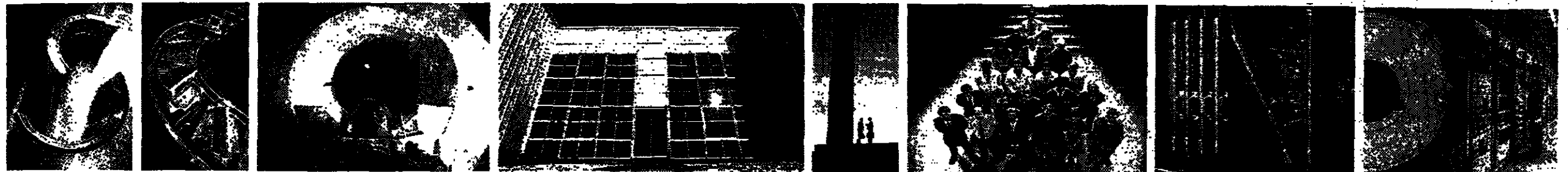
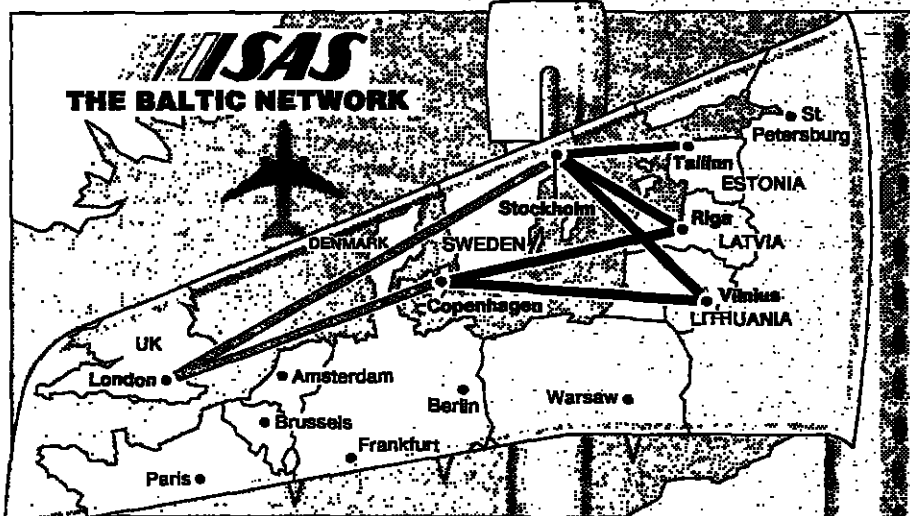
At an inaugural ceremony in Vilnius, the Lithuanian capital, last week, Jan Carlzon, the SAS president, said the Lithuanian link meant SAS had completed its Baltic strategy, which started with direct flights between Stockholm and Tallin, the Estonian capital, in November 1989. He said this tended to make Copenhagen the "natural hub" for the area.

Kai Ikt, the Danish transport minister, whose government is planning a bridge linking southern Sweden with

Copenhagen, near the airport, by the end of the century, said Copenhagen airport was already the "gateway to the Baltic".

The next phase of European expansion will see SAS, Europe's fourth largest carrier, open routes later this year from Copenhagen to Kiev, the Ukrainian capital, Gdansk the Polish port, and Leipzig in eastern Germany.

SAS has a 24.9 per cent stake in British Midland and 16.8 per cent of Continental, the American airline currently under chapter 11 bankruptcy protection.



Scotland's skilled workforce, cost efficiencies and established infrastructure are the benefits most cited by the 300 foreign companies already there.

Scotland produces almost 40% of Europe's PCs and output in electronic data processing equipment has grown by 30% per annum since 1980.

Scotland's higher education institutions have, in UK terms, been disproportionately successful in winning EC research contracts.

Scotland's properties — from low-cost facilities to headquarters and bespoke solutions — can be easily accessed through Locate in Scotland's database.

Locate in Scotland provides a comprehensive financial, property and training package to companies looking to expand.

Scotland's 8 universities and over 70 colleges produce over 23,000 graduates per annum — more than any country in Europe on a per capita basis.

Scotland plays host to an advanced IT sector comprising 570 hardware and software companies employing around 70,000.

Scotland has an excellent telecommunications network, direct international flights and on average one flight every fourteen minutes from London — no wonder more companies are moving up to the world.

LOCATE IN SCOTLAND

To assess the impact a move to Scotland would make on your bottom line contact David Brown on 071-839 2117 or on fax on 071-839 2975. Or write to him at Locate in Scotland, 17 Cockspur Street, London SW1Y 5BL.

Locate in Scotland is the executive arm of government responsible for attracting investment to Scotland.

Scottish Enterprise

Large challenge for the SIB

Sir David Walker's impending departure this summer after five years as chairman of the Securities and Investments Board sets the stage for an intriguing final battle with Sir Gordon Borrie, who will then bow out as head of the Office of Fair Trading after a 16-year stint. Sir David's first great achievement in his term of office was to do away with the initial over-detailed rule books of City regulation under the 1986 Financial Services Act and replace them with systems based on first principles of trading and fairness. This has, in particular, led to a dramatic simplification of regulations for dealings between market and investment professionals.

The retiring chairman's second heroic effort has been to improve regulation of "retail" trading with the public, which was, after all, the original purpose of the Financial Services Act that set up the SIB. That has proved much more of a struggle between complex traditional practice and the interest of consumers. The sticking point for Sir Gordon, who has to vet SIB rules before ministerial approval, has been Sir David's failure to satisfy both the legitimate interests of the life assurance industry and consumers' ability to know how much they are paying in commission and other costs for the privilege of having their money invested.

Disclosure of true costs is vital to consumer protection but Sir David has found it impossible to find a method that does not tilt the playing field between different segments of the industry. The compromise has chiefly compromised the interests of investors. The issue is due to be settled before the two doughty knights leave office and neither will be keen to bow out on a defeat.

Agreement on the results of the retail review would be a great relief to Andrew Large, Sir David's appointed successor, who will have to switch quickly from sorting out the regulatory problems of London FOX, which he joined mainly at the behest of Sir David in October. He may, however, learn a lesson from the affair. His forerunner's other most notable contribution was to install a prejudice within the SIB against banning financial innovation. By arbitrating between interests and setting parameters of good and bad practice, regulation moved with, rather than against, the tide.

That excellent prejudice has instilled confidence that regulation to protect the reputation of London as a financial centre will not threaten its dynamics. There are, however, limits to the powers of arbitration. Highly speculative unit trusts should have been banned rather than categorised. Attempts to accommodate fast-moving market forces in soft commission broking became so entangled that the SIB has even considered reversing the basic 1986 Stock Exchange reform that allowed firms to act both as broker and jobber.

The issue of bureaucracy versus market freedom and innovation is only too familiar to Mr Large, who was absent from the public eye in London in the late Eighties after leaving the chair of the Securities Association to join the main board of Swiss Bank Corporation. It may dominate his tenure in a different dimension from that dealt with by Sir David. A series of draft EC directives on financial services are stalled because of conflicts between open markets, the desire to protect national markets and bureaucratic practices in Germany that have led to dominance by vast universal banks and limited the products and investment returns available to investors. The present regime at the trade department is fighting a good fight but Mr Large may well find he has to take the lead in protecting British investors from a German investment culture taking root in Brussels.

Anatole Kaletsky believes that, even in the ERM, the Chancellor could pull off an election winning Budget

Last week I discussed what might be called the internationally approved strategy for pulling Britain out of recession and guaranteeing re-election for the Conservative government. Norman Lamont would simply have to cut interest rates to around 7 per cent, where they now are in every major country outside Europe, and then let sterling find its own level in the foreign exchanges. Over the weekend, the G7 gave its official endorsement to such a strategy, stressing that each country's policy should be determined by the state of its domestic economy, not the behaviour of currency markets. But for John Major, who has invested all his political capital in the ERM snakeoil, bankruptcies and unemployment are a price well worth paying to avoid admitting his mistake. So this week I shall assume the ERM commitment cannot be broken, at least until after the election. Does this imply that the Chancellor is pariahs?

Far from it. ERM membership makes a tax-cutting Budget more necessary, and easier to devise. For ERM membership relaxes the market disciplines on fiscal and industrial policies, even as it paralyses monetary decision making. By creating a Europe-wide pool of savings with some assurance against devaluation risks, the ERM makes it easier for members to run large budget and trade deficits and to spend money on subsidies or tax cuts as they see fit. Conversely, by taking interest rate policy away from national money markets, the ERM removes the main incentive for governments to reduce borrowings and encourage national saving. If Britain cut its borrowings it would not be rewarded with low short-term interest rates, since these are determined by the Bundesbank. Britain's self-restraint would simply leave more funds available for Germany, Italy and Spain to borrow from the ERM pool.

In these circumstances, the golden rule for any rational ERM government is to borrow as much as possible, while trying to persuade others to limit their demand for

funds. In other words, do as the Germans do.

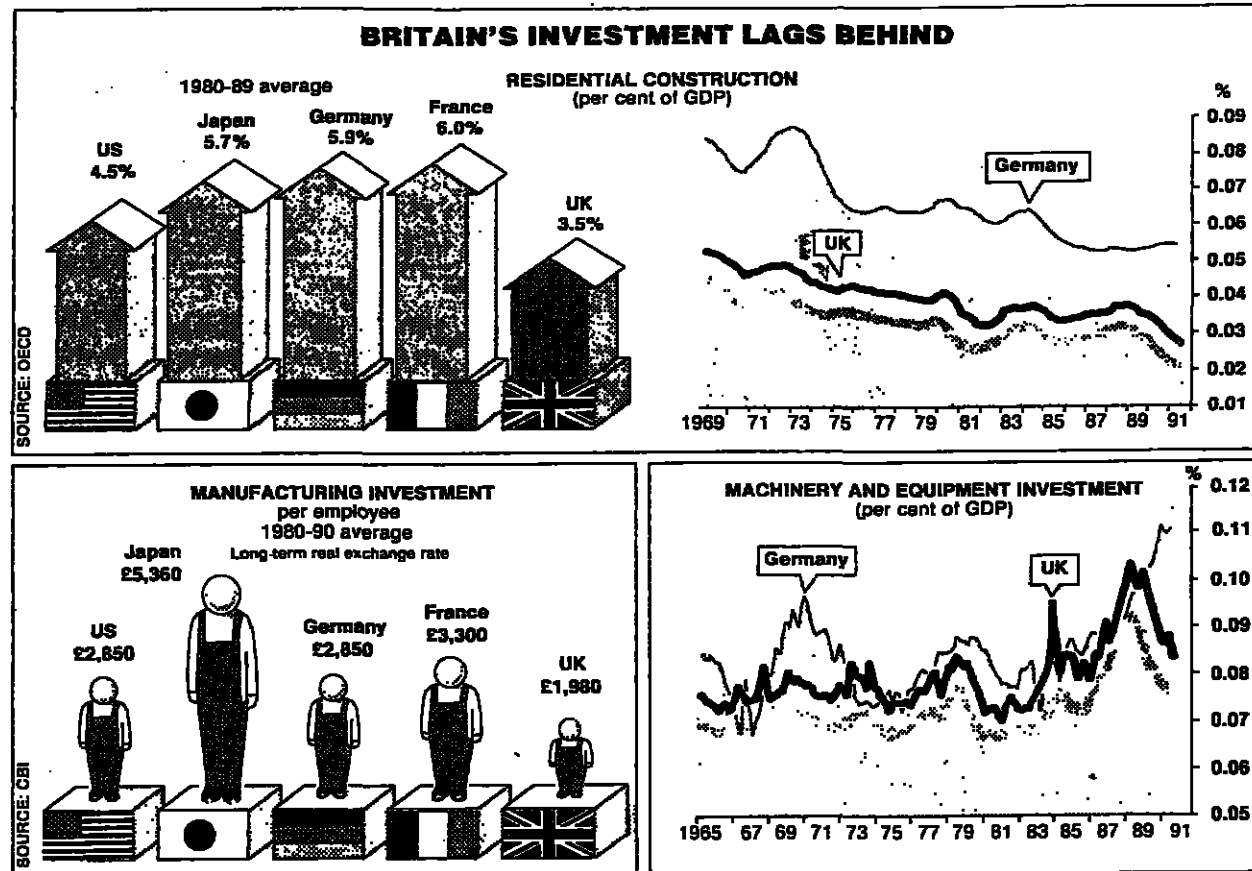
However, crude fiscal stimulus should not be the main objective of Norman Lamont's Budget. A general tax cut in March would not have much impact until 1993. By then the economy should already be growing and the additional fiscal stimulus might be counterproductive. Instead it should be targeted at depressed sectors, where it will produce immediate results without causing inflation.

Here, then, is a four-point proposal that could save the economy and the government, without threatening the pound.

□ The first point is a negative one. The last thing the Chancellor should do is cut standard rate tax. The lagged effect of tax cuts has already been mentioned, but the political objections are even stronger. Since Neil Kinnock has already said he would reverse a standard-rate tax cut, Mr Lamont would effectively be making Labour a gift of £2.2 billion in extra revenue a year. If Mr Kinnock had any sense, he could turn this Trojan horse against the Tories, by allocating the money "saved" by reversing the tax cut to pay for higher pensions. This would allow Labour's electorally suicidal plan to abolish the National Insurance ceiling to be sub-

ECONOMIC VIEW

Pressing the right buttons to revive Britain's economy



stantially watered down. Instead of wasting £2.2 billion on cutting income tax, Mr Lamont should use the money in a more effective way.

□ His clearest priority should be to stimulate industrial investment, by temporarily reinstating the 100 per cent capital allowances abolished in 1984 by Nigel Lawson. In the long run, this reform did no harm to Britain's rate of investment, which rose to an all-time high in the 1988-9 boom. But the most striking effect of the reform was to produce a spike in investment spending after the four years of "bumping along the bottom" prior to the 1984 Budget. Mr Lawson, gave firms one year to enjoy their full capital allowances. As a result, companies brought forward their investment plans. By the time the capital allowances were scaled back, the economy was growing strongly and investment con-

tinued to do well. If Mr Lamont gave companies until October to buy capital equipment and enjoy 100 per cent allowances, an immediate investment upsurge like that of 1984 would be virtually guaranteed. Because of the way corporation tax is levied, the new investment allowance would cost nothing in 1992-3. Even the long-term cost would be negligible because of the extra economic growth generated. And, by definition, the cost of a temporary concession would be non-recurring.

□ The car industry is the next candidate for help. The Chancellor ought to ignore bleating about company car allowances, but he should abolish the special sales tax of 10 per cent on new cars. This discriminatory levy is a hangover from the days of special "luxury" taxes. Abolition would cost about £1.2 billion. But Mr Lamont should go

further and simultaneously reinforce his green credentials. He could halve the road fund licence for modern cars running on lead-free petrol and pay for this by raising the duty on leaded petrol. This would create a further incentive to trade in polluting jalopies for modern cars.

□ Finally, Mr Lamont should turn his attention to housing. If ERM membership rules out large cuts in interest rates, fiscal measures should be used to stimulate housing. Before establishment economists collapse in apoplexy, they should recall that Britain has consistently spent less on housing than any other advanced country.

If Britain must be like Germany to succeed in the ERM, then it should devote more resources to housing, not fewer (see chart). Tax policy should be used to encourage both owner occu-

pation and rental housing, but without raising the total cost of subsidies. There are two ways to do this.

First, mortgage tax relief should be increased for first-time buyers, using the remaining £1 billion of fiscal stimulus available to the Chancellor after the abolition of new car tax. But this money should be used to ease in a new system of mortgage relief. There should be a lifetime cash limit for the housing tax deductions enjoyed by any one taxpayer, instead of the present annual limit of the interest on £30,000. For one year, first-time buyers could opt for more tax relief than the present maximum, but this would come out of their lifetime limit. From 1993 onwards, the Treasury would recoup the costs of the new relief by cutting subsidies to existing homeowners.

Such a system may sound complicated, but again we can look to Europe. Despite the belief that Britain is unique in subsidising homeowners, Germany has a system of tax deductions up to a lifetime maximum of DM300,000. France also offers tax relief for ten years.

Second, the Chancellor could revive private rented housing with the stroke of a pen, by allowing residential landlords to offset losses in the rental market against other investment income. Because residential letting is nearly always a negative cash-flow business that depends for its rewards on the hope of eventual capital gains, a measure like this would make rental property a natural part of any personal investment portfolio, as it is in other countries. If Mr Lamont were more radical in his desire to create a nation of property-owning entrepreneurs, he could allow rental losses to be offset against Schedule E employment income. If that seems far-fetched, watch President Bush's state of the union speech tomorrow. Tax deductibility for rental losses is tipped as a key part of his plan to revive the American property market, end the recession — and win the next election.

THE TIMES CITY DIARY

Victim of the voice-hunters

AT LAST... the possibility of someone leaving the City and not taking a pay cut. Richard Howell, aged 46, the doyen of the plantations and rubber market and, as such, a follower of stocks such as Lornho, is being courted by, of all things, a major American television network, which wants him to become one of the main presenters on its coast-to-coast breakfast programme. Howell, 6ft 3ins tall and known as much for his "Lord Haw Haw" voice as his colourful language, is currently employed by Sheppards, where he has been for the past 21 years. He was "spotted" by the network after co-hosting a golden oldies radio programme on Cheltenham-based Quality Europe FM, which transmits via Sky's Astra satellite. "All Sky subscribers can tune into it and they apparently loved my voice," explains an excited Howell. He is now seriously contemplating a move to New York and is philosophical about the prospect of leaving the Square Mile. "I would describe myself as a faded equity salesman," he says. "As far as plantations and overseas traders are concerned, there is no market. Fund managers don't want to talk to me anymore. It would be nice if they liked the sound of my voice as much as the Americans seem to."



"What you need is one of our new in-house job-loss policies"

Intermission

WEALTHY stockbrokers and merchant bankers living in the environs of Kensington will be interested to learn that, after a 25 year struggle, the Rank Organisation has finally won planning permission to redevelop one of its most valuable sites in the UK — the Odeon cinema on Kensington High Street, opposite the Commonwealth Institute. The cinema will now be knocked down to make way for a £30 million development including offices, flats and houses, but cinema buffs will suffer no more than temporary inconvenience. A new cinema complex will be built underground.

Reverend's return

GERARD Bonham-Carter, former director of Charterhouse Bank, returns to London life on Wednesday, as chaplain of the Royal Hospital and Home, Putney.

Bonham-Carter, a second cousin of Helena, the actress, and great nephew of Lady (Violet) Bonham-Carter, retired from the City in 1984 to pursue his religious interests, and was ordained as a priest four years later. He will be welcomed into his new role by the Rt Rev Roy Williamson, newly installed Bishop of Southwark. Bonham-Carter is also a descendant of Florence Nightingale who was involved in the establishment of the hospital in the mid-1850s. Today, it caters for the severely disabled and is the site of Britain's first brain injury unit. City stalwarts may recall that Bonham-Carter played cello for The City Gents, a quartet that played Square Mile churches.

Heading East

PARTICIPANTS in the annual London Stock Exchange versus Lloyd's of London cricket match this summer, on the Honorable Artillery Company's ground, had better wear protective helmets. John East, one of the iveller workers in the Square Mile, has just moved into new offices in City Road. The offices, which have a balcony overlooking the sports ground — and are therefore within "barracking and tom-razo" throwing distance, East warns — will house John East & Partners, the new name given to what was once Guidehouse Securities, a business East and some of his colleagues have now bought from the receiver. "The corporate finance activities were always profitable, it's just that its parent, Guidehouse Group, went into receivership in December," says East, who

was managing director of Guidehouse Securities. The new firm, which has membership of the Stock Exchange but which will concentrate on smaller company corporate finance (less than £50 million in capitalisation), comprises three executives and one secretary. The two other directors are David Worledge, aged 35, a chartered accountant who had been with Guidehouse for three years, and Jeffrey Coburn, a former head of corporate finance at Le Mare Martin and Jacobson Townsley East, aged 42, once the senior partner of Margrets & Addenbrooke, which eventually became part of National Investment Group, says the Guidehouse insurance broking and pensions businesses have also been bought out by their managements, and renamed Christchurch Insurance Brokers and Christchurch Life & Pensions.

Do as I say...

CHASE Manhattan, the American bank, has been quick to cash in on Robert Maxwell's raid on his company pension funds. Chase Global Securities, its British offshoot, is organising a seminar on February 19 entitled "Custodian Trusts: Protecting Your Pension Fund Assets". There is more than a little irony in this, since Chase Manhattan, according to the last MCC share register, held 2.5 million shares in Maxwell Communications Corporation (now worthless) on behalf of various American pension funds in a nominee account when MCC share dealings were halted in November.

CAROL LEONARD

MORGAN STANLEY INTERNATIONAL is relocating

We take pleasure in announcing the successful completion of the final phase in the relocation of our London offices to:

25 Cabot Square
Canary Wharf
London E14 4QA

Main Switchboard Numbers:

Telephone: (071) 513 8000 or (071) 425 8000
Facsimile: (071) 513 8990 or (071) 425 8990
Telex: 8812564

For all numbers it is possible to use either prefix -513 or -425.

INVESTMENT BANKING DIVISION
CORPORATE FINANCE
MERGERS & ACQUISITIONS
AND CORPORATE RESTRUCTURING
PRIVATE INVESTMENT
REAL ESTATE
FIRM MANAGEMENT
CORPORATE COMMUNICATIONS
LIBRARY AND INFORMATION SERVICE

Telephone: (071) 513 5555 Fax: (071) 513 5500
Telephone: (071) 513 5000 Fax: (071) 513 5300
Telephone: (071) 513 5000 Fax: (071) 513 5300
Telephone: (071) 513 5000 Fax: (071) 513 5300
Telephone: (071) 513 8002 Fax: (071) 513 8980
Telephone: (071) 513 8006 Fax: (071) 513 8980
Telephone: (071) 513 8880 Fax: (071) 513 8972

MORGAN STANLEY

January 27, 1992

A member of The Securities and Futures Authority.

REPORTING THIS WEEK

Better figures expected on books at WH Smith

SIR Simon Hornby, the chairman of WH Smith Group, should unveil a healthy rise in first-half taxable profits on Wednesday, but much of the advance will be due to reduced interest payments after last year's rights issue. Nick Bubb, at Morgan Stanley, expects profits of £46.5 million (£34.9 million). Market forecasts range from £46 million to £49 million.

Interest costs should be reduced by nearly £13 million to about £4 million. Much of the damage to trading profits will stem from Do It All, which is expected to make profits of about £500,000 (£4.7 million), with lower sales and a squeeze on the company's share of the do-it-yourself market. Smith's retail operations have not done badly, but Our Price will feel the effects of a weaker music market.

Christmas was not brilliant for anybody in the high street, although Smith's generally low-ticket items should have helped to insulate the group to a greater extent than most.

TODAY

Improved orders and reduced overheads should help

Dale Electric International, the power systems group, to interim pre-tax profits of about £400,000, against a loss of £146,000 last time, according to Barclays de Zoete Wedd.

Bullough, the office furniture to engineering group, is expected to report a fall in pre-tax profits to £17.3 million for the year, compared with £26 million last time, according to UBS Phillips & Drew.

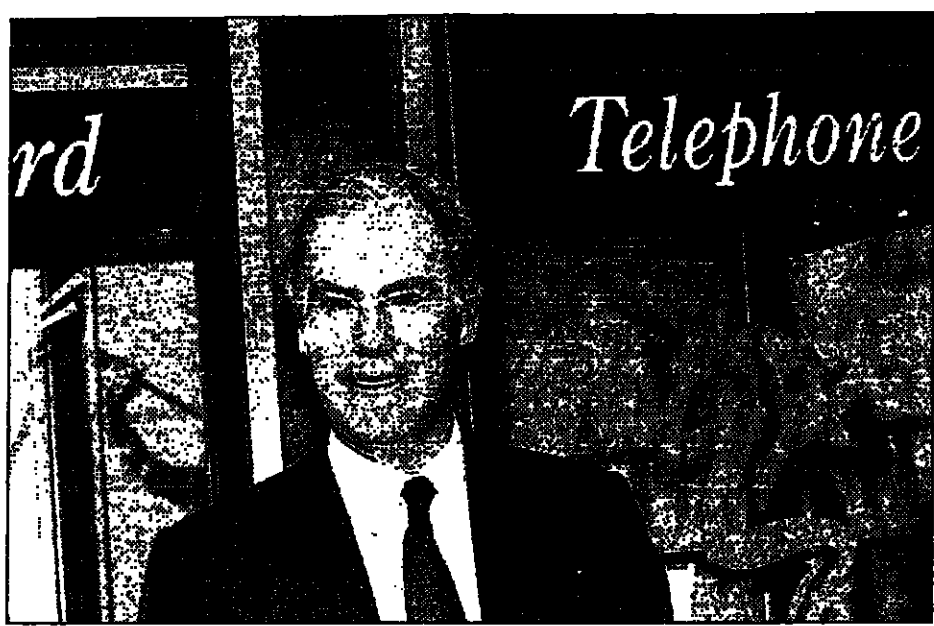
Market forecasts range from £16 million to £18 million.

Interims: Armour Trust, Barnato Exploration, Bristol Channel Ship Repairs, Dale Electric International, Genbel Investments, GT Japan Investment Trust, Haynes Publishing Group, Heath (Samuel) & Sons, Lister & Co, Standard Platforms Holdings, Steart Zigmata.

Finals: Aukett Associates, Bullough, Caldwell Investments, Mather UK Index Trust. Economic statistics: Balance of payments, current account and overseas trade figures (December).

TOMORROW

Andrew Yeo, a member of the smaller companies team at Hoare Govett, expects Colefax and Fowler, the retailer of upmarket wallpaper and fabrics, to report a slip in interim pre-tax profits to about



Quarterly slip forecast: Iain Vallance, of BT, who reports on Thursday

£500,000 (£815,000), reflecting lower UK sales.

Interims: Associated British Consultants, Colefax and Fowler, Electron House, Etonbrook Properties, Johannesburg Consolidated Investment Company, Kleinwort High Income Trust, Murray Smaller Markets Trust, Newmark (Lous), Saville (J) Gordon Group.

Finals: Eurocamp, Partridge Fine Arts, Shoprite Group.

Economic statistics: Finished steel consumption and stock changes (fourth quarter); quarterly house purchase statistics (fourth quarter); CBI industrial trends survey (January).

WEDNESDAY

Analysts believe that Allied Textile, the wool textile group, will announce a slip in annual pre-tax profits to

about £12.8 million (£14.1 million).

Interims: Adscene Group, Farepak, Humington International Holdings, Jupiter European Investment Trust, Mhangura Copper Mines, Smith (WH) Group. Final: Allied Textile Companies, Gardiner Group.

Economic statistics: Building societies' monthly figures (December); construction - new orders (November - provisional);

bricks and cement production and deliveries (fourth quarter).

THURSDAY

The market is eagerly awaiting final results from the Rank Organisation, Britain's biggest leisure group, although these are likely to show a fall in profits after a difficult year in many of its markets. Analysts hope the figures will give them a clearer picture of where this widely diversified group stands.

Paul Slattery, of Kleinwort Benson, predicts that pre-tax profits will fall to £250 million (£312 million). Market expectations range between £220 million and £255 million. Earnings per share are expected to drop to 38.8p (70.1p), reflecting the dilution after the Mecca acquisition. An unchanged dividend of 31p is forecast.

Leisure and recreation activities should have done fairly well, but restaurants and hotels, particularly in London, will have had a tough time. There will also be a jump in interest costs, reflecting the Mecca purchase.

Depressed economic conditions and lower call charges are likely to result in a decline in third-quarter profits at BT, the telecommunications

group chaired by Iain Vallance. The fall would be the second consecutive downturn, but could be the first true one, excluding property profits, since privatisation.

Patrick Wellington, at County NatWest WoodMac, has pencilled in third-quarter pre-tax profits down 4 per cent to £755 million, giving a 2 per cent rise to £2.37 billion for the nine months. Market forecasts range from £750 million to £780 million for the quarter.

Domino Printing Sciences, the Cambridge ink jet printer specialist, forecast that pre-tax profits would rise at least 44 per cent to £8.8 million at the time of October's £15.3 million rights issue. The board also promised to raise the final dividend 20 per cent to 4.15p.

Interim pre-tax profits at Unilever, the power supplies and electronic components group, are expected to drop about 20 per cent to £7 million, according to County NatWest. County blames a slowdown in the Japanese economy and weaker trading in Germany. A halved dividend of 2.1p is predicted. Market forecasts range from £6 million to £8 million.

UBS Phillips & Drew expects Warner Estate Holdings, the property group, to report final pre-tax profits of £8.25 million (£8 million), although this is towards the lower end of market forecasts, which rise to £10 million.

Interims: All Group, British Telecom (third quarter), Davies (DY), Ewart, Goodhead Group, International Resort Holdings, Mervier-Smith Group, ML Holdings, Photo-Me International, Unilever.

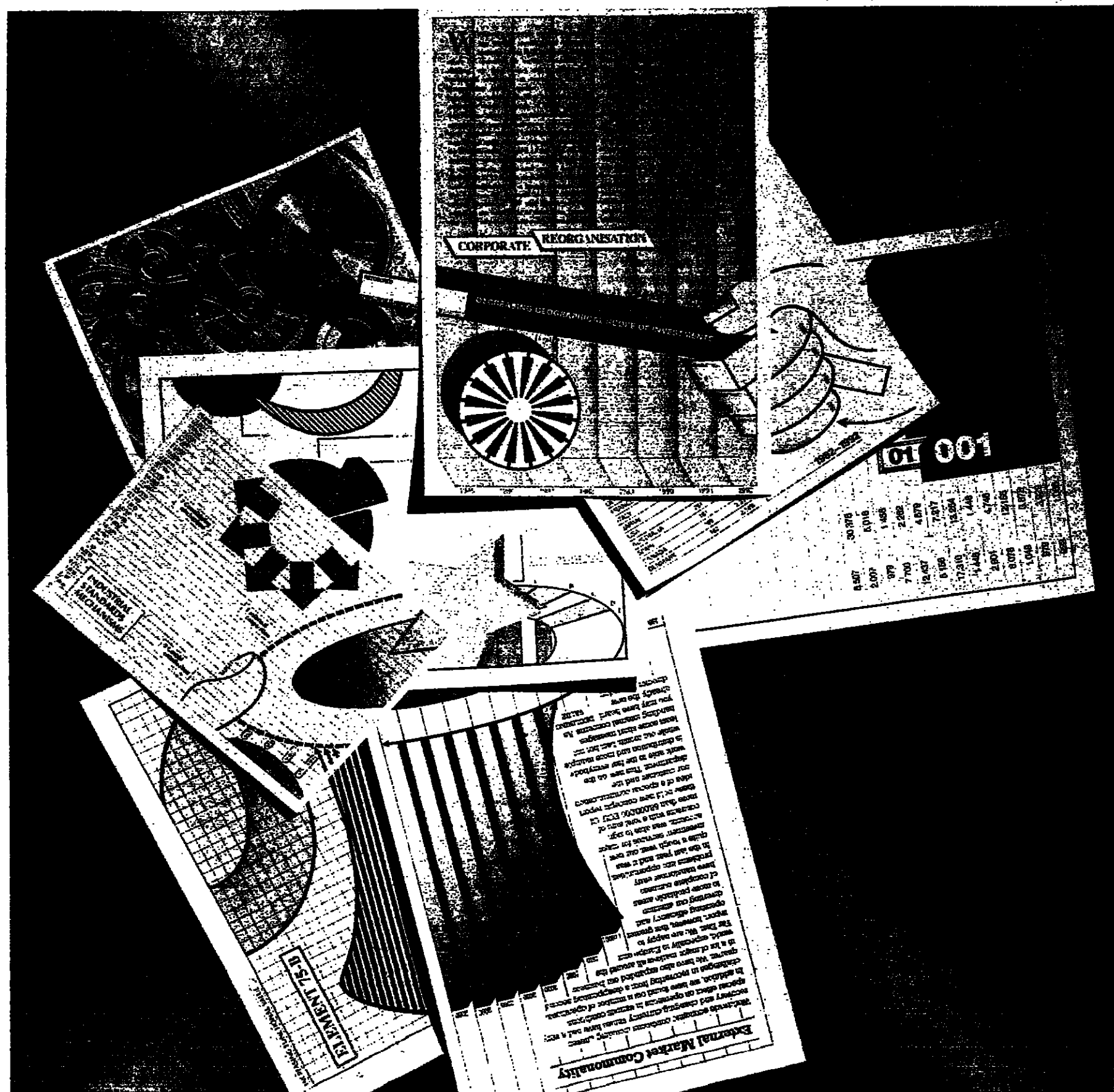
Finals: Continental Assets Trust, Domino Printing Sciences, Kershaw (A) & Sons, Rank Organisation, SEP Industrial Holdings, Warner Estate Holdings. Economic statistics: New vehicle registrations (December); London sterling certificates of deposit (December); monetary statistics (including bank and building society balance sheets) (December); bill turnover statistics (December); starting commercial paper (December); provisional analysis of bank lending for house purchase (fourth quarter); energy trends (November).

FRIDAY

Interims: Dyson (J & J), Free State Development, Neapend, Prior, Shield Group, Wholesale Trains. Final: Dales Simpson Group, European Assets Trust, M, Heavies Brewery, Shell Oil Co (fourth quarter). Economic statistics: Engineering sales and orders at current and constant prices (November).

PHILIP PANGALOS

Now, right before your very eyes, new HP DeskJet and ScanJet with colour.



Ladies and Gentlemen. It gives us very great pleasure to introduce the Hewlett-Packard DeskJet 500C!

Renowned throughout the world as the leading exponent of inkjet technology, giving laser-quality output (300 dpi) on plain paper and transparencies in black and white.

Now the new HP DeskJet 500C can perform an amazing new trick never seen before.

With Windows 3.0 applications you can simply switch the black ink cartridge for a colour ink cartridge et voilà - stunning colour to dazzle colleagues and impress clients.

Word processing, spreadsheets and basic graphics for documents and presentations can be transformed into colour as if by

magic. And just as easily turned back into black and white.

Our next trick requires the assistance of the new HP ScanJet IIc.

This can now assist you to scan both black and white and colour images or text and can then be easily incorporated or edited into documents and presentations.

You don't like the colour? Don't worry, there are over 16 million shades to choose from that can be changed with less effort than it takes to wave a magic wand.

Even if your work is predominantly black and white, you're still spoilt for choice as there are 256 grey scale levels to enable you to match magazine quality.

But both black and white or colour printing and scanning from Hewlett-Packard have one thing in common. The quality will be so good you won't believe your eyes. And neither will your customers.

To bring a little magic to your documents and presentations, please call us on (0344) 368222.

HP HEWLETT PACKARD

THE POSSIBILITY MADE REALITY.

Bulls should wait for sterling flag

It is very easy to put the bull case for gilts. The market has discounted the prospect of a £20 billion public sector borrowing requirement next year, the overseas investor is eager to increase his holdings, the economy is unlikely to recover strongly, and the government is committed to the currency stability necessary for the convergence of yields to European levels. Unfortunately, there are a few hurdles to overcome before these factors deliver a further sustainable rally in gilts.

First, the decline in overseas yields could be over, at least for now. The American market may soon switch from complacency about weak growth and low inflation to concern about President Bush's electoral prospects, or at least about the fiscal price to be paid for improving them. At the same time, the Bund market faces many possible disappointments about inflation, wage settlements and the Bundesbank's response.

Second, although producer price inflation will collapse, actual underlying inflation will not fall as quickly because the service sector (which comprises 60 per cent of the economy) will be confronted by slow productivity growth and the absence of the disciplining effect of foreign competition. Neither of these problems would matter if sterling's stability were assured. Indeed, if the market had complete faith in the government's promise to retain the DM2.95 central rate, gilt yields should actually be below German levels, as the market would anticipate sterling appreciation. The fact that the market demands a 160 basis point spread over Bunds indicates its lack of faith in this promise.

This lack of faith arises simply because Norman Lamont may not be in a position after the election to fulfil his promise. In this sense, the gilt-Bund yield spread depends on the market's view of the Conservative election chances. Were these chances to improve, gilts would rally strongly. If, on the other hand, they were to decline again, as we think they might, then the market is likely to demand an increasing spread over (rising) Bund yields, simply to reflect the risk that Mr Lamont's suc-

cessor may be less committed to sterling's current parity.

But surely John Smith, the shadow chancellor, is as opposed to a devaluation of sterling as Mr Lamont? This is not the issue. First, the question is not one of Mr Smith's actual policy, but rather, in the manner of Keynes's famous beauty contest, of what other investors perceive this policy to be. Even if he is absolutely committed to sterling's parity, there could be some gilt sell-off as the more risk-averse investors begin to worry about this commitment.

Second, the new Chancellor's ability to take unpopular decisions (to either support sterling or restrain government spending) may be constrained by the lack of an outright majority. In this sense, a hung parliament is the worst of all possibilities for the market.

More interestingly, the market has heard Labour's commitment to currency stability before - and seen it retracted by both the 1946-51 and 1964-70 governments. Mr Smith may be making all the "right noises", but he is also merely repeating the remarks of Sir Stafford Cripps and Jim Callaghan. Indeed, in one sense, he faces more pressure for a devaluation than they did. The trade-off between the unemployment rate and the current account balance has deteriorated steadily. If Labour's supply-side measures fail to reverse this, they will have to tolerate 3 million unemployed as the price to pay for current account balance. Of course, they may be prepared to pay this price, or be able to run persistent deficits. If not, however, a devaluation may be a tempting way of improving this trade-off. Should gilt investors bet so heavily against this?

Therefore, although there is a bullish case for gilts, this will only prevail when the risk of a devaluation has diminished. Although a non-Conservative government may (sincerely) make all the "right noises", and thus fuel a strong rally, the spectre of devaluation may not completely disappear. Therefore, gilts will continue to demand a substantial yield premium over Bunds.

MARK CLIFFE AND CHRIS DILLOW
Nomura Research Institute Europe

THE TIMES

BUSINESSES FOR SALE

APPEAR EVERY TUESDAY FOR MORE INFORMATION

TEL: J HENDERSON 071 481 1982

Petfood firms buck the recession

By DEREK HARRIS

PETFOODS, in which Mars's Pedigree, Dalmatians, Spillers and Quaker Oats account for nearly 90 per cent of the market by volume, is shrugging off the recession with a value growth last year of more than 8 per cent.

The estimate comes from Mintel, the market research organisation, whose last annual report on the sector covered 1990, when petfood sales reached £1,056 million, a 38 per cent increase since 1985. Mintel estimates last year's value sales to have been £1,145 million, an 8.4 per cent increase on the previous year, putting volumes at 1,263 million tonnes, a slight decrease on the previous year.

Jeff Honeywell, chairman of the external relations committee at the Pet Food Manufacturers' Association, said growth in the past year appeared to have slowed as pet owners faced up to economic hard times. However, it looked as if market growth was still positive, probably even in volume terms.

The pet population is generally stable. There are currently about 7.5 million pet dogs, while the number of cats is just less than 7 million, with the likelihood of their outnumbering dogs within a few years.

Mr Honeywell said: "For

the moment, we expect the industry's growth to continue, albeit at a slower pace. The industry, through efficiencies, has been able to keep price increases below the general inflation rate. It produces completely balanced food — the nearest human food equivalents are space rations for astronauts. It is also palatable and nutritious."

The association's 67 members are lobbying the Chancellor for "fairer" treatment for petfoods, which carry value-added tax, unlike most essential foods for general consumption.

Petfood makers are pleased with the increasing popularity of premium products as more pet owners become concerned about the diets of pets. Three in ten cat or dog owners in 1990 usually bought high quality pet food, according to Mintel.

Pedigree, the clear market leader, with about 55 per cent, has seen "good growth" with two petfoods, Sheba for cats and Cesar for dogs, which, with a home-cooking image and a special formulation, are designed to compete with fresh food. Pedigree has also successfully introduced a "lite" version of its Pal brand for overweight dogs. About 30 per cent of dogs are estimated to be in this category.



Pedigree shows: Pendoe Dutch Gold, the Crafts champion, owned by Morag Bolton, and the other best in show finalists were fed on Chum

Bulgaria resumes talks with banks over foreign debt

By THEODORE TROEV

BULGARIA will today resume talks with the London Club of Commercial Banks to devise a solution to the country's foreign debt problem and, hopefully, revive international confidence in its economic reforms.

There are more than 180,000 private companies registered in Bulgaria, but together with Rumania and Albania, it often finds itself discussed as only an afterthought to other countries of post-communist Europe. Mike Hicks, a Bulgaria specialist at Touche Ross, said: "This may be a little short-sighted given the opportunities that exist."

Last year was a dismal one for the Bulgarians, however, with inflation reaching almost 600 per cent, domestic consumption dropping some 60 per cent and unemployment rising from 40,000 in August 1990 to more than 350,000 in December 1991, 8 per cent of the workforce.

Living standards fell with the start of the economic reform a year ago. High prices forced Bulgarians to spend most of their incomes on food, housing and heating.

Food accounted for over 50 per cent of a typical family budget. A minimum monthly wage was fixed at about £25, but the government has approved free wage bargaining. Loss of cheap Russian oil and Soviet markets have badly hit production and living standards in a country which was largely dependent on trade with the former Soviet Union. Industrial output fell more than 20 per cent.

British exports to Bulgaria were only £45 million last year — mainly beverages, industrial machinery and textile fibres. Imports from Bulgaria — mainly iron and steel, clothing, wine, furniture and footwear — were worth £32 million. According to the Confederation of British Industry, the potential for trade and investment in Bulgaria means these figures could at least treble by 1993.

A Touche Ross study suggests that, in the medium term, the former socialist countries of central Europe will see their wages rising much faster than in the Balkans, and Bulgaria will offer more for those looking to make strategic investments.

Retailers threatened by power companies

By GILLIAN BOWDITCH

THE privatised electricity companies have sharpened up their high street images and now pose a greatly enhanced threat to the established electrical goods retailers, according to a report from the Corporate Intelligence Group.

Before privatisation, the electricity companies were considered to be relatively uncompetitive. The report says that now they have a mandate to be commercial, the electricity companies have become much keener traders and can be expected to give national and regional rivals a much harder fight than in the past.

The Corporate Intelligence Group forecasts further mergers in the wake of the link-up between South Western and South Wales Electricity's retailing and servicing interests. Eastern Electricity and Southern, which own the two largest retail operations, will merge their retailing activities from April.

Shop sales by the electricity companies totalled about £850 million in 1991, according to the report, of which electrical appliances accounted for about 80 per cent. This compares with Dixons' turnover of £1 billion and Comet's of £500 million.

Funds laugh last after tough year

The Hoare Govett Small Companies Index, a benchmark for investors in shares outside the stock market's first division, underperformed the FT-A All-Share Index for the third consecutive year in 1991.

Never before has the HGSC, which was launched in 1969 but is based on records dating back to 1955, had such a poor sequence. But last year's underperformance was a close-run thing and had the major stocks not had such a strong run in the final days of 1991, the indices' fortunes would have been reversed.

By the end of November, the HGSC outperformed by 4 per cent although by Christmas, increasing pessimism about the economy and the effect on smaller companies had whittled the lead down to 1 per cent. Then, in the final

four days of the year, Wall Street romped ahead and London marked its dollar earners sharply higher, hoisting the FT-A All-Share Index with them.

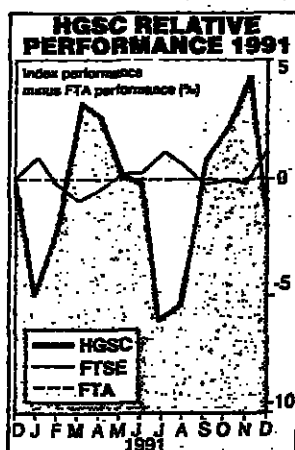
However, many smaller company funds will have beaten the HGSC, because most smaller company funds are more heavily weighted towards mid-sized stocks than the index, while being less exposed to the smallest quoted companies. Last year was no year to major in these minnows.

Not only were trading results poor, liquidity in the stocks nearly disappeared. The London Stock Exchange is considering proposals that would no longer guarantee what little liquidity remains, so the outlook for a recovery at the bottom of the market is slim.

The HGSC continues to provide a more accurate picture of what is happening with the British economy than most other indices. With a market capitalisation limit of £216 million, it has a high concentration of constituents that depend on the domestic market.

The best performing shares, including Airtours, Prospect Industries and Quotient, quadrupled in value. At the other end of the scale, 50 companies, a record, went out of business. For smaller company investors, the risks and rewards remain as great as ever in 1992.

MARTIN BARROW



Firms learn the lesson of Faust

GONE are the days when the test of good finance directors was the ability to enhance earnings through the most "imaginative" use of the latest complex financial instrument available. Gone, in many cases, are the finance directors, as well.

Like Faust, numerous companies sold their souls. The temptation was the pleasure of a few years of cheap money. Now, Mephistophelean merchant bankers are being forced to return to orthodoxy by tough new accounting regulation.

In the past two weeks, the dangers of two instruments that once enjoyed a wide corporate following were again thrown into relief. Next was forced to pay £41.7 million to redeem a 1987 convertible bond when investors exercised their put option. A similar instrument brought Saatchi & Saatchi to its knees. Saatchi was forced into a capital reconstruction to pay the put option.

Next has a further £70 million of bonds to redeem in October, but the timely sale of its Gratian mail order subsidiary last year should enable it to avoid the Saatchi fate, or worse.

Another company still to face up to the convertible put problem is Rainers, which is also struggling with another corporate finance invention, a "structured" market preferred

stock (AMPS). Dividend payments on the AMPS are currently rolling up at 250 per cent of the American commercial paper rate. Fortunately, American commercial paper rates are around 4.25 per cent. If they were still at the 9 per cent level of two years ago, Rainers would be accumulating interest at \$75 million a year.

What made many of these instruments attractive to companies was the looseness of the accounting standards regime at the time. It allowed their finance directors to treat as equity, capital with many of the features of debt. This had the dual benefits of improving balance sheet gearing ratios and enhancing the profit and loss account by allowing financing costs to be taken below the line as dividends.

According to a recent Price Waterhouse paper, the Accounting Standards Board's proposals seem certain to result in reduced use of what it describes as "non-equity shares". Even if the regulators had not moved in, market forces would probably have resulted in a similar outcome.

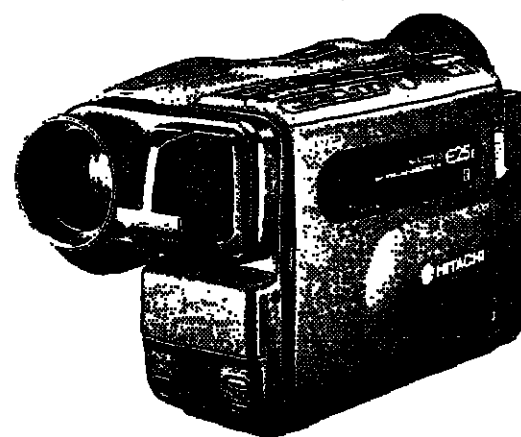
Too many of the more spectacular corporate disasters of the past three years had complex capital structures that many investors did not understand.

JONATHAN PRYNN

Hitachi looks video in the AI.

The nature of vision inspires a new view of intelligent video technology.

Thanks to research into artificial intelligence, the Hitachi VM-E25E may be the world's smartest camcorder. It shows an "AI" for colour and shading, zoom power to magnify images up to 64 times, and a Digital Signal Processor (DSP) to function as a brain for processing images with superior precision. Add a twist-and-shoot design along with intelligently-organized controls and it makes great videos easier than ever before.



HITACHI

That's the kind of imaginative thinking you expect from Hitachi. Our research team explores the ability of AI technology to transform consumer electronics, industrial equipment, medical and scientific devices, and information processing. Designing innovations of vision.

At Hitachi, we make technology in the human interest to help you see the world through new eyes.

Beauty is in the eye of the beholder. Now, the artificial intelligence (AI) of Hitachi VM-E25E expands natural powers of perception.

Tory points
April
election



LOOKS
Bare-faced:
why women
are kicking the
make-up habit

LIFE & TIMES

MONDAY JANUARY 27 1992



EDUCATION
Kenneth
Clarke's vision
of classroom
common sense



PHOTOMONTAGE: MICHAEL BENNETT

Major's middlebrow masterclass

The prime minister's choice of *Desert Island Discs* has subtle political resonances. Richard Morrison picks them up

When preparing for *Desert Island Discs*, the carry politician surely ought to take a masterclass from that great soprano Dame Elisabeth Schwarzkopf. Remember her choice of eight records? Neither do I. But what most Radio 4 listeners recall is that they were (all but one) recordings of herself.

What a superbly focused mind! And what devilish cunning. By eliminating so much of the subjective element from the programme, she offered no hostages to the amateur psychologists, no bizarre quirk of taste whose murky origins might become the subject of voyeuristic speculation. Not for her the "this is the song the band was playing when my first boyfriend kissed me" approach. Nothing, in fact, to distract listeners from rapt contemplation of the Schwarzkopfian career.

If only our politicians could ascend to this glorious plateau of singleness of mind, what *Desert Island Discs* there might be. Neil Kinnock would have played his immortal *arioso con molto blusterio*, "The Harrowing of Milltan". Instead of John Lennon's dreary "Imagine". Margaret Thatcher might have given us a snatch of her scintillating Handelian *coloratura*. "Rejoice, rejoice, instead of the Grand March from *Aida*". And James Callaghan would have topped with his equally audacious and touching swan-song "Crisis, what crisis".

In his turn, John Major yesterday would have put together a medley of his most celebrated solo numbers. Throughout the land, pulses would have raced once more upon hearing those rolling Churchillian cadences: "considerably more optimistic", "economic convergence", "oh yes".

Politicians have generally been disappointingly modest about playing their own hits on *Desert Island Discs*. If there is one lesson to be learnt from a perusal of our present and former prime ministers' musical choices, it is this: you don't get anywhere in politics by having way-out tastes. Modest, solid, middle-brow, middle-of-the-road, middle-aged mainstream music that is what wins elections.

There has, however, been a brilliant exception to this modest procession: Edward Heath. His choice included the London Symphony Orchestra performing Elgar's *Cockaigne Overture* — conducted by himself.

At the time, this seemed a little pushy. But Mr Heath was issuing a clarion-call to the nation, as stirring as anything in *Henry V*. The whole story is told in his seminal book, *Music: A Joy for Life*. "As Prime Minister, I wanted the British to regain their former pride and ebullience... perhaps the right performance of *Cockaigne* could show the way."

That may show the importance of music in political life, but how far is political life an integral part of musical choice? Of course Mr Major selected his record sincerely — he confessed to having started with 80, not eight. Most desert islanders admit to having pondered their choice for months of sleepless nights. But it is impossible not to review Mr Major's culturally banal list and at least see lighthearted political significance in each and every record. What clarion-call to the nation can realistically be deduced from the list?

We may pass quickly over "The Best is Yet to Come" sung by Sinatra, a splendidly symbolic piece of electioneering. *Rhapsody in Blue* shows the sporting Major: Gershwin's marvellous musical portrait of a conference of Tory women applauding the entry of the young Michael Heseltine. And after that comes the serious vote-winning music.

First there is the appeal to youth, with "The Happening": a hit for Diana Ross and The Supremes as recently as 1967. A prime minister who certainly knows how to swing. Grey? No way, José.

Then the inevitable appeal to party loyalty and patriotic instinct, set to the strains of Elgar's *Pomp and Circumstance March*. Tory anthem since modern politics began, and now surely a rather weary incantation to the faithful. And just to emphasise the "ordinary bloke enjoying his pint and his cricket" image, John Arlott's commentary on Don Bradman's last innings in England is also included.

Stephen Adams's stirring Victorian parlour-song "The Holy City" nods in the direction of Christianity, while the choice of a cello piece by an obscure 19th-century Czech composer will reassure the arts lobby that our leader is (as Shirley Bassey sings in "Big Spender") "a man of distinction... so refined".

But what of the Mad Scene from *Lucia di Lammermoor*, that demoted passage of scales and trills for operatic soprano and a lone flute? Is this the bizarre, inexplicable choice for which we amateur psychologists have been waiting? Alas, the answer is touchingly mundane, a graceful compliment from John to Norma. She is the biographer of the soprano Joan Sutherland, who is the most famous exponent of the Mad Scene. So with this choice, the prime minister emerges as a loving family man.

In Tory central office today they will be well pleased with *Desert Island Discs*. Mr Major's performance is no more calculating than any previous political castaway. Kinnock chose to reinforce his family credentials by playing a tape of his two-year-old daughter singing "Horace the Horse". Moreover (and here I must pause to wipe a tear from my eye) he said that, of all his eight records, "Horace the Horse" was the one he would most want.

Mrs Thatcher went to great pains to rebut the innuendo that she lacked a sense of humour. She

chose Bob Newhart's classic comic monologue "Introducing Tobacco to Civilisation". Remarkably, when James Callaghan (who came later) wanted to show that he, too, enjoyed a good giggle, he also chose "Introducing Tobacco to Civilisation". Had Mrs Thatcher and Mr Callaghan discovered this mutual love of American stand-up comics earlier, who knows what course modern British politics might have taken?

Middle-brow taste seems to be a prerequisite of political success. So wake up at the back of the class. Paddy Ashdown! Whatever came over you, choosing a concerto for two mandolins as one of your desert island discs? And a piece of Chinese folk music? Are you utterly determined to see the Liberal Democrats crushed? History should tell you that British leaders pick hymns (Thatcher, Callaghan, Heath, Douglas-Home) and brass band music (Thatcher, Callaghan) and the "New World" Symphony (Thatcher, Heath).

Mr Major chooses none of these; but then, he is a generation younger. His taste does not veer dangerously away from the middle-brow; it is simply that the middle-brow has moved on. When Heath, Thatcher and Callaghan were in their salad days, middle-brow musical taste meant *Your Hundred Best Tunes* and *Sunday Half-Hour*. Now we have radio stations pumping out 1960s nostalgia and Pavarotti and "Nige" Kennedy.

With the unerring instinct of a born politician, John Major slips easily into this aural world. His cultural tastes are the tastes of ten million other British people. Nothing too fancy; nothing too jarring; nothing inaccessible. Consensus tastes, in fact. The boy will go far.

With the unerring instinct of a born politician, John Major slips easily into this aural world. His cultural tastes are the tastes of ten million other British people. Nothing too fancy; nothing too jarring; nothing inaccessible. Consensus tastes, in fact. The boy will go far.

With the unerring instinct of a born politician, John Major slips easily into this aural world. His cultural tastes are the tastes of ten million other British people. Nothing too fancy; nothing too jarring; nothing inaccessible. Consensus tastes, in fact. The boy will go far.

With the unerring instinct of a born politician, John Major slips easily into this aural world. His cultural tastes are the tastes of ten million other British people. Nothing too fancy; nothing too jarring; nothing inaccessible. Consensus tastes, in fact. The boy will go far.

With the unerring instinct of a born politician, John Major slips easily into this aural world. His cultural tastes are the tastes of ten million other British people. Nothing too fancy; nothing too jarring; nothing inaccessible. Consensus tastes, in fact. The boy will go far.

With the unerring instinct of a born politician, John Major slips easily into this aural world. His cultural tastes are the tastes of ten million other British people. Nothing too fancy; nothing too jarring; nothing inaccessible. Consensus tastes, in fact. The boy will go far.

With the unerring instinct of a born politician, John Major slips easily into this aural world. His cultural tastes are the tastes of ten million other British people. Nothing too fancy; nothing too jarring; nothing inaccessible. Consensus tastes, in fact. The boy will go far.

With the unerring instinct of a born politician, John Major slips easily into this aural world. His cultural tastes are the tastes of ten million other British people. Nothing too fancy; nothing too jarring; nothing inaccessible. Consensus tastes, in fact. The boy will go far.

With the unerring instinct of a born politician, John Major slips easily into this aural world. His cultural tastes are the tastes of ten million other British people. Nothing too fancy; nothing too jarring; nothing inaccessible. Consensus tastes, in fact. The boy will go far.

With the unerring instinct of a born politician, John Major slips easily into this aural world. His cultural tastes are the tastes of ten million other British people. Nothing too fancy; nothing too jarring; nothing inaccessible. Consensus tastes, in fact. The boy will go far.

With the unerring instinct of a born politician, John Major slips easily into this aural world. His cultural tastes are the tastes of ten million other British people. Nothing too fancy; nothing too jarring; nothing inaccessible. Consensus tastes, in fact. The boy will go far.

chore Bob Newhart's classic comic monologue "Introducing Tobacco to Civilisation". Remarkably, when James Callaghan (who came later) wanted to show that he, too, enjoyed a good giggle, he also chose "Introducing Tobacco to Civilisation". Had Mrs Thatcher and Mr Callaghan discovered this mutual love of American stand-up comics earlier, who knows what course modern British politics might have taken?

Middle-brow taste seems to be a prerequisite of political success. So wake up at the back of the class. Paddy Ashdown! Whatever came over you, choosing a concerto for two mandolins as one of your desert island discs? And a piece of Chinese folk music? Are you utterly determined to see the Liberal Democrats crushed? History should tell you that British leaders pick hymns (Thatcher, Callaghan, Heath, Douglas-Home) and brass band music (Thatcher, Callaghan) and the "New World" Symphony (Thatcher, Heath).

Mr Major chooses none of these; but then, he is a generation younger. His taste does not veer dangerously away from the middle-brow; it is simply that the middle-brow has moved on. When Heath, Thatcher and Callaghan were in their salad days, middle-brow musical taste meant *Your Hundred Best Tunes* and *Sunday Half-Hour*. Now we have radio stations pumping out 1960s nostalgia and Pavarotti and "Nige" Kennedy.

With the unerring instinct of a born politician, John Major slips easily into this aural world. His cultural tastes are the tastes of ten million other British people. Nothing too fancy; nothing too jarring; nothing inaccessible. Consensus tastes, in fact. The boy will go far.

With the unerring instinct of a born politician, John Major slips easily into this aural world. His cultural tastes are the tastes of ten million other British people. Nothing too fancy; nothing too jarring; nothing inaccessible. Consensus tastes, in fact. The boy will go far.

With the unerring instinct of a born politician, John Major slips easily into this aural world. His cultural tastes are the tastes of ten million other British people. Nothing too fancy; nothing too jarring; nothing inaccessible. Consensus tastes, in fact. The boy will go far.

With the unerring instinct of a born politician, John Major slips easily into this aural world. His cultural tastes are the tastes of ten million other British people. Nothing too fancy; nothing too jarring; nothing inaccessible. Consensus tastes, in fact. The boy will go far.

With the unerring instinct of a born politician, John Major slips easily into this aural world. His cultural tastes are the tastes of ten million other British people. Nothing too fancy; nothing too jarring; nothing inaccessible. Consensus tastes, in fact. The boy will go far.

With the unerring instinct of a born politician, John Major slips easily into this aural world. His cultural tastes are the tastes of ten million other British people. Nothing too fancy; nothing too jarring; nothing inaccessible. Consensus tastes, in fact. The boy will go far.

With the unerring instinct of a born politician, John Major slips easily into this aural world. His cultural tastes are the tastes of ten million other British people. Nothing too fancy; nothing too jarring; nothing inaccessible. Consensus tastes, in fact. The boy will go far.

With the unerring instinct of a born politician, John Major slips easily into this aural world. His cultural tastes are the tastes of ten million other British people. Nothing too fancy; nothing too jarring; nothing inaccessible. Consensus tastes, in fact. The boy will go far.

With the unerring instinct of a born politician, John Major slips easily into this aural world. His cultural tastes are the tastes of ten million other British people. Nothing too fancy; nothing too jarring; nothing inaccessible. Consensus tastes, in fact. The boy will go far.

With the unerring instinct of a born politician, John Major slips easily into this aural world. His cultural tastes are the tastes of ten million other British people. Nothing too fancy; nothing too jarring; nothing inaccessible. Consensus tastes, in fact. The boy will go far.

With the unerring instinct of a born politician, John Major slips easily into this aural world. His cultural tastes are the tastes of ten million other British people. Nothing too fancy; nothing too jarring; nothing inaccessible. Consensus tastes, in fact. The boy will go far.

With the unerring instinct of a born politician, John Major slips easily into this aural world. His cultural tastes are the tastes of ten million other British people. Nothing too fancy; nothing too jarring; nothing inaccessible. Consensus tastes, in fact. The boy will go far.

With the unerring instinct of a born politician, John Major slips easily into this aural world. His cultural tastes are the tastes of ten million other British people. Nothing too fancy; nothing too jarring; nothing inaccessible. Consensus tastes, in fact. The boy will go far.

PREMIER LEAGUE

Alec Douglas-Home
"Roaming in the Gloaming"
"Alec Bedser Calypso, England vs Australia 1953"
Mozart's *Magic Flute*
Gluck's *Orfeo ed Euridice*
"I sit in the sun" from *Salad Days*
Handel's *Water Music*
Handel's *Zadok the Priest*
"The Lord's my Shepherd" sung to *Crimond*

Edward Heath
Vaughan Williams's *A Sea Symphony*
Schubert's Piano Trio in B flat, Op 99
Trio from Strauss's *Der Rosenkavalier*
"If I were a rich man" from *Fiddler on the Roof*
Elgar's *Cockaigne Overture*
Prisoners' Chorus from *Fidelio*
Dvořák's "New World" Symphony
"Hark the herald angels sing"

Harold Wilson has never been on *Desert Island Discs*

James Callaghan
Waller's "I'm gonna sit right down and write myself a letter"
Chopin's Piano Nocturne in B flat
Bob Newhart's "Introducing Tobacco to Civilisation"
"Jesu, lover of my soul"
Canteloube's *The Shepherd's Song*
Bach's Fourth Brandenburg Concerto
"The day Thou gavest, Lord, is ended"
"Sunset" played by the Royal Marines Band

Margaret Thatcher
Beethoven's "Emperor" Piano Concerto
"Going Home", based on Dvořák's "New World" Symphony
Grand March from Verdi's *Aida*
Bob Newhart's "Introducing Tobacco to Civilisation"
Kern's "Smoke gets in your eyes"
"Be not afraid" from Mendelssohn's *Ellijah*
Saint-Preux's Andante for Trumpet
"Easter Hymn" from Mascagni's *Cavalleria rusticana*

Give me a place in the rat race — please

I had a very hip, New Age GP once, who bartered me on the proper way for a woman in late pregnancy to carry on. "Try", he said, "to think peaceful thoughts. Listen to music and walk through the autumn leaves. The baby will feel it with you."

Clutching shifty in my briefcase, I tried to tell him that personally I got my most peaceful happy thoughts when I had just cornered a good story, done the piece or the tape against time and seen it published ahead of the pack. "Wouldn't the baby enjoy that too?" I asked hopefully. "I'm sure a fetus would love the happy thoughts you get when you really screw the opposition and then go down to the pub." He couldn't see it: autumn leaves were firmly prescribed, and the strange empty stillness of a daytime house. The baby shared the boredom, and on emerging weeks later was marvellously busy, eyes swivelling eagerly around — for something — to do, mobiles to swipe or milk to suck. It was programmed into him.

There is nothing intrinsically wrong with home life, or leaves. It was just that in his estimate of life's pleasures the doctor discounted one of the greatest. Work. More specifically, going to work. Man the Hunter has always known the

elation of leaving the cave in the morning to join his hunting-pack for factory, office, shop, common-room. Never mind the boredom and hardship and exploitation: admit it: there is pleasure in going to work.

And not just the pleasure of achieving the job you came to do. Nobody has ever actually written a bestseller, on *The Joy of Col-lages*, but there is such a joy. Why not? After all, comradeship is an easier thing, a looser garment, than anyone's family or love-life. It can be satisfying, even restful, to spend the day conducting human encounters on the mere basis of logic, reasonable good nature and commercial honour without people bursting into tears and accusing you of not loving them. Even if they do, you can glance at your watch and invoke the higher good: say, morning conference, or a train to Cardiff.

Office jokes flourish: the best are black and bitter as truffles, and crop up at times of crisis. Right now the best occur inside Max-well-hit companies ("they found the body, circling some sharks"). The jokes have the added frisson of exclusivity, and rarely transplant to the outer world without disaster: Gerald Rafter's prawn-sandwich gag had circulated around his

WORKING LIFE
Libby Purves on
the pleasures
of office life



companies for years before he incautiously let it out and dished himself.

And there are tribal anecdotes in the police force which even wives and husbands at home find pretty hard to swallow. I once spent a convivial dinner sitting between a police surgeon and a deputy chief constable, and occasionally they forgot I was there and started reminiscing ("They never

found the other head, did you know...") one would begin, and so on from there).

In this century women have got their feet under the office table and discovered that we like it too. When mistresses and maids alike flooded into the factories and offices in the first world war they discovered the burden of dual responsibilities, but also the relief of allowing the tangled, tender, painful skein of family life to be spun for a while into the straightforward, cheerful thread of working in a team, whether as a Lady Typewriter or a train conductor. Their granddaughters now are brought up to expect to contribute to the buzz and hum and life-giving aggravation of communal working life, and often to run the joint: at least for part of their lives.

Perhaps this is a bad thing. Perhaps we should be inventing more original working structures: but the fact is that despite all the fuss about moderns and telecommuting, the latest survey suggested that only a fraction of those who could do it, want to.

People working alone get depressed and lonely; the cat sneers, small snubs rankle, you starve for gossip. After all, even reps on the road develop cosy trade-fair friendships, and nannies gang up

with other nannies in the park. And the commuters on an early Monday morning may look gloomy, but most of them would look gloomier still if the train turned back and delivered them into the muck and muddle of home. After the lonely flat and the complicated love life, the claustrophobia of baby-care or the suburban sameness of a yellowing marriage it is good to plug into the wider world.

Few of us lack at least one ally when the boss is vile, the management barmy, the pension scheme nicked and half your desk reallocated to a pushy little jerk. Sometimes those working alliances grow larger than the ones outside. Sometimes they spill out disastrously. But on balance, they are worth it.

The poet Philip Larkin went to work all his life, and understood these things. He pretended to swagger free: "Why should I let the road work squat on my life?" But he always knew that it was a friend:

"When the lights come on at four
At the end of another year
Give me your arm, old Road
Help me down Cemetery Road".

TOMORROW
Mid-life by Neil Lyndon

The 'SIZZLING' SMASH HIT MUSICAL! Now comes to the West-End Stage

TOMMY STEELE
in
SOME LIKE IT HOT

BIRMINGHAM SAID: The Show is a Sizzler... a Sure Fire Hit...

LIVERPOOL SAID: A £2 Million Spectacular that's Full of Laughs.

ANYONE who likes Sheen Entertainment should Book Now. Toe-tapping Songs. Beautiful Girls... a Must.

PRINCE EDWARD THEATRE
OLD COMPTON ST, W.1.
071-734 8951
(24 HOURS, 7 DAYS, NO BIG FEE) 071-836 3464
071-379 4444 (NO BIG FEE) GROUPS 071-740 7941
and at all Keith Prowse shops

PROFILE

Physical fun and sympathy

Debbie Isitt, fast-rising and prolific playwright, talks to Jeremy Kingston

Debbie Isitt is 25, energetic and very bright. In 1986, she and Mark Kilmurray founded the memorably named Snarling Beasts, and when *You Never Know Who's Out There* opens this Thursday it will be her sixth play in just over four years.

Set in the cut-throat world of Northern clubs, it is also the first in which she will not be acting — even though, once again, she has given a leading male character a wife. In previous plays, all of which she directs, she acted wifes. In *Punch and Judy: The Real Story* she was battered; in *Valentino* she wore a black fringe to play the star's lesbian wife, Rambona. She acted the dismayed wife of a transvestite in *Femme Fatale*; and in *The Woman Who Cooked Her Husband*, at the Theatre Upstairs last month, she played the younger, second wife who joined her predecessor at the dinner table. Kilmurray played the string of hapless males.

Her work is marvellously physical and swift. Any time changes, back to happier days or forward to the tangled present, are shown by the simplest means: a single step or a change in posture. Men seem to be the puppets of their instincts and women, after putting up with this for a while, snap. Yet despite their devastating subject matter, the plays are occasions for explosive laughter.

After training at the Coventry Centre for the Performing Arts, where Kilmurray was a fellow-student, she joined the Cambridge Experimental Theatre Company for a long European tour of *A Midsummer Night's Dream*. "I saw very different productions from those I was familiar with. Very physical, striking images, and soundtracks. Mark joined the company during the tour, and when it

ended we realised we could either look for jobs or start our own company. Beckoff's *East* seemed a good starting-point and we took that to Edinburgh where it did well."

After this they were all set up to do *A Clockwork Orange*, a work the Snarling Beasts would have suited exactly. "Then the Royal Shakespeare Company bought the rights. We had our space in Edinburgh and didn't want to do another Beckoff, so I said I'd have a go. *Gangsters* was the first writing I'd ever done, except for essays at school."

"Then next year *Punch and Judy* won the Independent Award and that put us on the map. It was a play on domestic violence which wasn't just depressing. The research I did really changed my life. Women came up afterwards and hugged me, in tears."

"Those of her characters who try to conceal their feelings — the men, usually — end with all pretences stripped away. Her women demolish them with crisp volleys of wit. The men can barely make out what is hitting them and why."

"All my male characters are usually doing quite well at the start, and men in the audience identify with them. But if I come up against a problem, I have to talk about it to the man in my life. Men don't like that and because they can't express it, they shout."

So what does she feel for the men she writes about, the ones who end up dead, even eaten? "Sympathy". If only these men — hopeless, evasive and horribly familiar — tried to understand women, everyone might be happier? "Yes. That's what I'd like the audience to feel."

● You Never Know Who's Out There previews at the Drill Hall, Chancery Street, WC1 (071-637 8270) tomorrow and Wednesday and opens on Thursday.

PETER TREVENOR



Sharp and bright: Debbie Isitt in rehearsal with her Snarling Beasts theatre company.

Beastliness on Broadway

THEATRE

The New York production of *La Bête* was a rare commercial failure for its producer, Andrew Lloyd Webber, who tells Matt Wolf why it is coming to London

What do you do when you have written and co-produced a straight play which is Broadway's costliest such flop to date? The play is a four-Molière comedy in rhyming couplets, entitled *La Bête* (The Beast). If you are the author, David Hirson, and the composer-turned-backer Andrew Lloyd Webber, you do not retreat to lick your wounds. A year after *La Bête* hit New York, preceded by enough offstage drama to fuel a second chance, away from the Broadway glare. It arrives this Thursday at the Lyric, Hammersmith, with a possible West End transfer to follow.

"For a first play, I think this deserved a lot more than it got on Broadway," Lloyd Webber explained. He was in the kitchen of his Eaton Square house, talking between recording sessions for his ex-wife Sarah Brightman's new album. "I think it's hugely worth supporting a second opinion of the play here, because I am confident it will be intriguingly received. You may have various things you'd pick apart, but you have to admit there is a talent here: the play is just so unusual and so different."

Different it certainly is, as reviewers in New York were quick to point out: "To say this is not the usual fare on Broadway is self-evident; this is not the usual fare anywhere," the *New York Times*'s Sunday critic David Richard wrote of the play, which is set among a troupe of actors in the 17th century French court of one Prince-Cont. The actors' leader is the highbrow Elomire — the name is an anagram for Molière — who meets his match in the self-promoting troubadour, Valère, whose 20-minute monologue in praise of himself launches the play.

Lloyd Webber recalls his response when Broadway producer Stuart Ostrow sent him the script: "I found the play remarkable, and thought, 'Good Lord, it's got to be worth a try to produce.' It was an interesting piece, and I enjoy doing things in the theatre that I know are not going to be necessarily very commercial."

Nobody, however, could have foretold quite how uncommercial *La Bête* would be. Ostrow, after all, had taken a similar gamble in 1988, backing a \$1.95 million (£1.09m) drama called *M. Butterfly* which opened to a paltry \$36,000 advance box office, but went on to scoop the Tony awards and become that rare straight play event: a hit.

M. Butterfly, though, dealt with a titillating issue: literally torn from a newspaper cutting: the ruinous relationship between a homosexual



Too adventurous? The New York company of David Hirson's comedy *La Bête*, which flopped on Broadway in 1991

French diplomat and a transvestite spy. What's more, it had a star, John Lithgow, in the main role. The \$2 million *La Bête* may have begun with a star, Ron Silver, in its out-of-town tryout in Boston, but Silver, a Tony award-winner on his previous Broadway appearance in David Mamet's *Speed-the-Plow*, was to leave the show after its first preview, his contemporary urban persona apparently ill-suited to an elaborate period pastiche.

News of Silver's departure kept the Broadway theatre columns buzzing and left the producers with the choice of either finding another star or hiring the understudy. This was a poorly drama school graduate called Tony McGowan whose main New York credit was a well received supporting role as a shepherd in *The Winter's Tale*, Off-Broadway.

Lloyd Webber stands by the decision to proceed with the understudy McGowan: "I don't think a star would have made a great deal of difference. Really, there are so many things that have come onto Broadway with big stars and failed as quickly if not more quickly than *La Bête* did."

What did make the difference? That usual culprit, *The New York Times*. "The power of *The New York Times* has been discussed until everyone's blue in the face, but the frank fact of the matter is that if you don't get their blessing, then it's virtually impossible for a play and probably impossible for a musical to succeed."

New York Times critic Frank Rich's review turned out to be mixed if hardly devastating. But mixed wasn't good enough. "The running costs are so stacked against you,"

says Lloyd Webber, "that you suddenly find yourselves losing \$250,000 a week. The investors there were just saying, 'Andrew, you've got to take this thing off.'"

In hindsight, Lloyd Webber isn't sure his name above the title as co-producer didn't harm *La Bête* as much as it helped it. In past New York producing ventures, on *Shirley*

'You have to admit there is a talent here; the play is just so unusual and so different'

ANDREW LLOYD WEBBER

Valentine and *Lend me a Tenor* for example, Lloyd Webber had always used the name of The Really Useful Company, requiring interested parties to scrutinise the fine print at the back of the programme to discover his involvement. This time, his name was prominently displayed for all to see, and the composer is aware that he induces on Broadway what one might judiciously describe as a mixed reaction.

"There was a collective decision from the American side that it would be valuable to have my name up there, but I'm still not sure," Lloyd Webber says now. "There is in certain areas of New York a 'we must get Andrew Lloyd Webber'

campaign, which on the whole they've been pretty successful at. *Aspects of Love* was demolished; it lost a fortune."

"I don't want in any way to be personal about Frank Rich because the fact that he has liked my stuff at some times — and then changed his mind completely, and hasn't — is his prerogative. He is the critic of *The New York Times*, and that's not his fault. But I think for me it might have been better to be behind the scenes on *La Bête*, as a presenter of the thing."

Nor is Lloyd Webber convinced that Broadway was the logical first home for *La Bête*. "My mistake as a producer was to try and put it on Broadway at such scale," he said of Richard Hudson's lavish designs, which cost \$300,000 for the sets alone. "Much too much money was spent. It should have been in a 300-seat theatre Off-Broadway; then it could have been brought in in such a way that it was discovered."

And what of the playwright himself, without whom finance would be an academic point? Over coffee one Sunday in New York, the 33-year-old Hirson takes a philosophical view, finding solace in the way that *La Bête* got five Tony nominations despite running no more than a month, and prompted a rare letter of support from such notables as Hal Prince, Katharine Hepburn and Joanne Woodward.

"I realised a lot of the Broadway experience was not about the play, and perhaps it was naive to think it would be," says Hirson, a Yale and Oxford graduate whose father wrote the musical *Pippin*, a 1972 hit. "There is so much money involved that a Broadway play becomes

about that and about nothing else. "Whether you hated the play, or perceived it as arrogant to come to New York with a play set in the 17th century, by an unknown playwright with a director who has not worked here before and with no stars, all of those issues were secondary or tertiary to a discussion of how the money was spent. It's the realm of big business, and it's probably very human that tensions develop between the critical fraternity and the people producing plays for Broadway when there's so much money at stake."

Already in London the potentials are better for *La Bête*. The cost here is about half that on Broadway, and Lloyd Webber's own £50,000 contribution is a far cry from the \$1 million that constituted his share in New York. Critical opinion, as everyone knows, is more widely dispersed, and audiences used to seeing actual Molière may feel more comfortable watching a contemporary writer pay homage to the master.

"With any play of value, you need an audience you can build on, that is talking about it via word of mouth," says Lloyd Webber, confident that such a public exists on home ground. Says Hirson: "I hope in England the circumstances are such that the play has a longer life. The attitude now is, 'Let's have six great weeks at the Lyric,' and if that's all that happens, I'm happy. I'm happy it is being done again."

● *La Bête* begins performances at the Lyric, Hammersmith (081-731 2311) on Thursday and opens on February 5

TELEVISION

Benedict Nightingale

Small matters

Stephen Lowe's finest stage play, *Touched*, showed the impact of Hitler's war on back-to-back Nottingham. His *Flea Bites*, on BBC 2, returned to the same city and, more indirectly, the same subject. The war may have happened 50 years ago, but it was still there, in the strop, shuffle, mottled face and woebegone eyes of the marvellous Nigel Hawthorne.

The public will mainly remember him as that archetypal blend of the fony and the cocky, Sir Humphrey in *Yes, Minister*. But theatregoers have seen him in stranger guises, most recently the stricken king in Alan Bennett's *Madness of George III*. Last night he again displayed his versatility, abstractedly muttering his way through the role of Kryst, who survived the death-camps and now festers, sans wife and son, in dowdy Nottingham.

But the best actor needs a plot to inhabit. Here, Lowe had come up with a highly improbable idea and somehow bounced us into believing it. Among the spoils taken by a boy burglar from the old loner's house was a miniature charcoal and a tiny, wheeled ship. Failing to fog these puzzling objects, the felon returned to the scene of the crime, and badgered the truth from his victim. Kryst was once ringmaster of a flea circus.

Most of the play involved the collaboration between Anthony Hill's Artful Dodger and Hawthorne's grumpy Crumple. For the boy, half-caste son of a hapless Irish

girl, training fleas becomes an obsession, and not only for its own fascination. It will, he thinks, enable him to make enough money to release his mother from the grip of the publican who has given them both house-room. For Kryst, the boy proves an emotional deicer, a substitute for the murdered son who haunts his waking dreams.

The risk, sentimentality, was not quite avoided. It seemed wishful to suggest that a mix of flea-circus and *Dungeons and Dragons* could achieve a modest triumph at Nottingham's Goose Fair, an event Lowe had already evoked in all its

hi-tech grandness. Indeed, one of his achievements was to show the divide between the old and the new as represented by a gentle Pole presiding over hopping insects and a bull-headed Englishman filling his lounge bar with flashing lights, raucous rock and video trickery.

Yet the play succeeded, partly because of the unpretentious authenticity of Alan Dossor's cast, partly because of the sensitivity Lowe brought to the characters' mutual misunderstandings. How easy it would have been for author and actor to transform the publican, with his German shepherd, xenophobia and suspicion that Kryst is a child abuser, into a leather-jacketed thug.

Yet there was decency and readiness to make amends behind the scrubbed hatchet-face of Tim Healy, that's the kind of contradiction that wins an author trust and respect.

ARTS BRIEF

Into battle

ONE more attempt is being made to dramatise Tolstoy's *War and Peace*. After the Prokofiev opera, the awful King Vidor film and the incredibly long Russian one a decade later, comes a new stage version by Hugh Whitmore. With Derek Jacobi as Andrei, it is scheduled for the West End this summer.

Gangsters

HONG KONG stars and film makers have marched in protest at growing intimidation

TV LISTINGS: Page 16

TOMORROW IN LIFE AND TIMES
Old gold: rough talk on easy-listening radio

tion of the film industry by Triad gangs. They claim that snakes have been let loose on film sets, actors assaulted and theatres forced to play Triad-backed movies.

Last chance...

THE Lichfield Silver Commission resulted in 17 top British silversmiths creating pieces for Lichfield Cathedral. This superb collection is at the V&A (071-938 8500) until Sunday.

THE LONDON ORIGINAL PRINT FAIR

AT THE ROYAL ACADEMY OF ARTS PICCADILLY, LONDON W1

FIVE CENTURIES OF FINE PRINTS

FOR SALE
JANUARY 30 - FEBRUARY 2
OPEN DAILY 11AM TO 6PM

"At Scarborough Technical College I was translated from being a dunce with three O-levels to being one of a handful of superbrains doing A-levels."



Jon Snow, television newscaster, tells *The TES* about a teacher who changed his life.

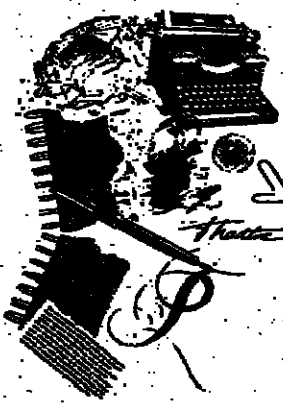
TES

THE TIMES EDUCATIONAL SUPPLEMENT

75p

£ 40 000 IN PRIZES

Mobil Playwriting Competition



The fourth Mobil Playwriting Competition for the Royal Exchange Theatre Company is the leading international contest for playwrights. It has previously attracted entries from 25 countries.

Entry is free to anyone who can submit an original, full-length play in English. The winning plays will be selected by a panel of distinguished judges — Lucy Gannon, Gregory Hersov, Nicholas Hytner, Miranda Richardson, Richard Wilson and Casper Wrede.

For full details please send an SAE (22cm x 11cm) to Mobil Playwriting Competition, Royal Exchange Theatre Company, St Ann's Square, Manchester M2 7DH.

Closing date for entries 7 August 1992.

GET IN ON THE ACT... WRITE NOW!

THE ROYAL EXCHANGE THEATRE COMPANY

Mobil

Royal Exchange THEATRE COMPANY

TWO TOO BRILLIANT!

AN EVENING WITH GARY LINEKER

"THE FUNNIEST PLAY IN THE WEST END"
D. BOWEN
"BRILLIANT"
SUNDAY TIMES

NOW BOOKING UNTIL APRIL

COUSINS SHOW LONDON

DUCHESSE THEATRE

CALL (24hrs/no bkg fee) 071 494 5075/379 4444

THE WOMAN IN BLACK

"An evening of unmatched goose pimples"
SUNDAY TIMES

COUSINS SHOW LONDON

FORTUNE THEATRE

Box Office & CC 071 836 2238

24hr CC 071 497 9977

How green is your holiday?

Goodbye to the independent traveller and the *culturalist*. This year's holiday hero is the packaged, and green, tourist. Libby Purves reports

Here are two travellers. One is educated and affluent, journeys independently and writes sensitive books and articles about far-flung parts of the world. In these, he often deplores with gentle irony the second traveller: a cheerful, loutish sun-seeker in acid house shorts and a baseball cap, whose horizons are limited to beaches, keg beer, and shouting "Oi oi!" at hotel flamenco dancers. Sometimes the upmarket traveller crossly refers to mass tourism as a "pollution". This makes him feel vaguely green.

But which of them is actually the worse environmental criminal? Beyond doubt, according to the principles of a new holiday audit by the authors of the *Green Consumer Guide*, it is the first. He travelled on a half-empty scheduled flight and hired a car. He interferes with the balance of local society by insisting that his comfy hotel is in the old part of town; worse, he discovers unspoiled places and writes about them, thus causing further tourist invasion. Such trail-blazers come in for severe criticism: it seems that many a righteous backpacker and sensitive Sunday journalist has opened the floodgates for mass invasion. Think of the 1960s hippies, raving about Goa until it became the crowded honey-pot it is today; think of what Peter Mayle has brought upon Provence.

Meanwhile, the despicable Essex Man on his beach really audits rather well. He travelled out in a packed charter plane with no room to straighten his knees — very fuel-efficient — transferred by coach, and once inside his tourist ghetto will stay put, contributing to the local economy by well-worn channels. He might put up a black mark by water-skiing, which scores zero on the authors' merit scale; but then there is a fair chance that his more "civilised" opponent may play golf, an even more emphatic zero, condemned by environmentalists as an "international contagion", land-hungry and chemical-inten-

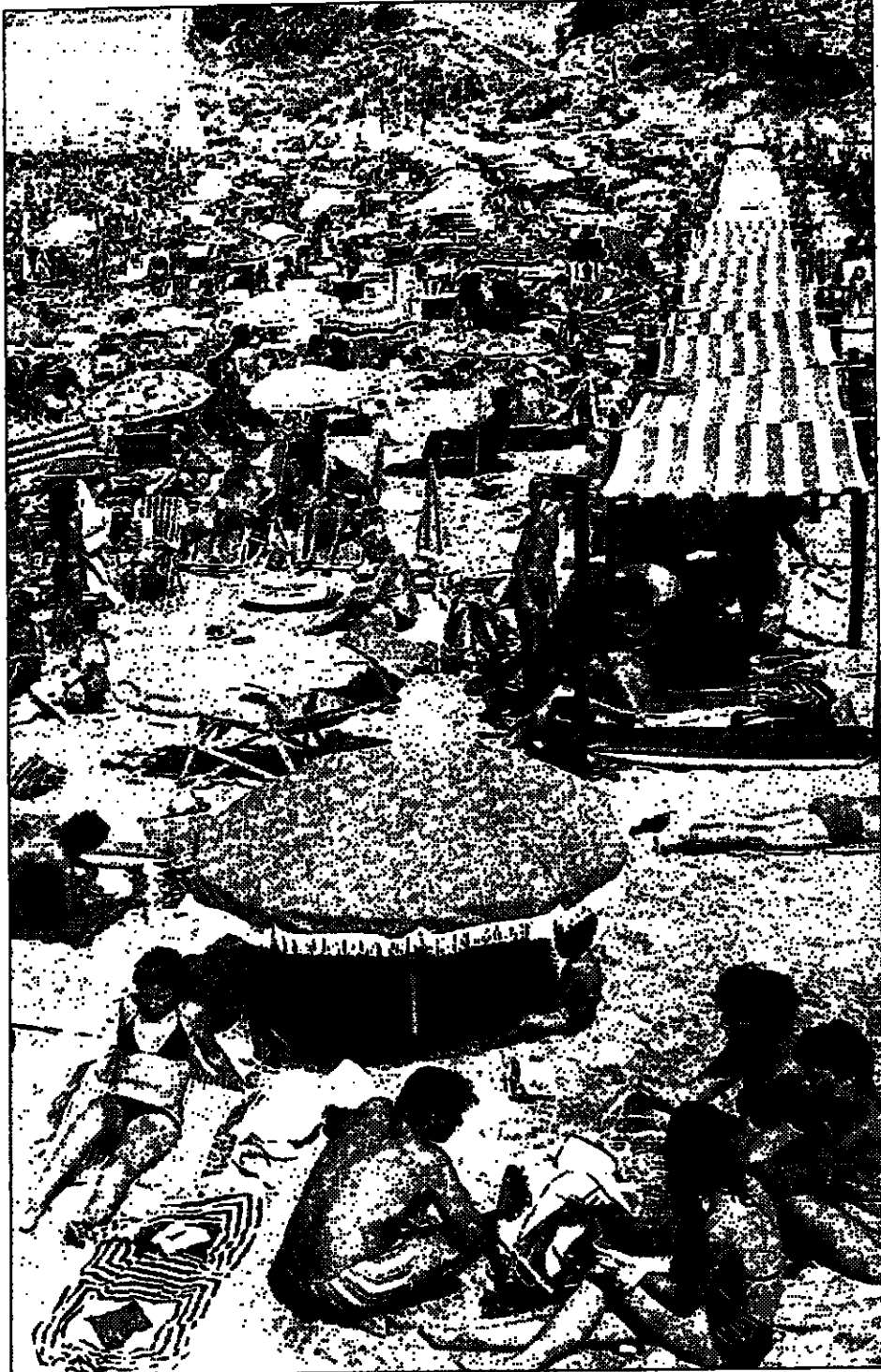
sive. And does our sensitive hero ski (hell on vegetation, insect life and soil)? And does his yacht on the Hamble have a sewage holding-tank, eh? And has he a selfish country cottage?

Green consumerism has badgered every other trade to be recyclable and responsible, so it would be inconsistent to ignore one of the largest industries in the world. Tourism props up countless economies and irrevocably changes countries such as Thailand and Bali, Turkey and Kenya. A few figures suffice: in Hawaii each tourist uses six to ten times more water and electricity than a local resident. In the Yosemite National Park in California on summer days, the density of visitors is greater than in Manhattan. York is visited by 30 times its population every year. How could environmentalists not examine tourism?

Julia Hailes and John Elkington, the twin dynamos of the green consultancy company SustainAbility, wrote their *Green Consumer Guide* in 1988, and have since bombarded us with Supermarket, Young Consumer, Office and Filofax variations on it. The day I arrived in their North Kensington headquarters, Mr Elkington was on a plane and Ms Hailes was in the throes of preparation for the company's Holiday Extravaganza Ball at the Portchester Baths (in aid of gorillas and Belize).

She is a brisk, articulate woman who came to greenery from television and advertising. "I have always wanted to push environmental issues into the mainstream. For instance, with this book, I don't take the deep green view that you probably shouldn't go on holiday at all. It's all very well persuading ten people to be extreme, but you do more good by getting a million people to take one step in the right direction."

And what is the right direction? As far as destinations go, she won't say. "People say, 'Where do I go?', but that is a signpost to ruin. I didn't like the *Which?* report



Incarcerated in their resort, package tourists pose no environmental threat. Viewers of Michelangelo's David, however, may be causing incalculable damage



on worst resorts, because it's just telling people to go off and ruin somewhere else. You want tourists to stick with it, work on their destination, complain." Giving general advice is easier: it pours in an unstoppable flood. Use agents with a clear policy on the environment. Favour countries which favour conservation; don't buy airline duty-free, save water, avoid imported food and multina-

tional hotel chains from which "the money just whistles straight home to America". Refuse to buy shells and corals and skins. Don't chuck money around in poor countries — "You create a race of beggars" — travel light. And travel slowly: "The further you travel and the faster you go, the greater your environmental impact is likely to be."

Ms Hailes spent long enough in advertising to

know that gloom sells nothing. The relentlessly upbeat tone of the book attempts the almost impossible: to harness responsibility to the most escapist purchase of all. So even the activities started as zero (combat games, off-road driving) carry chirpy advice on minimising their effect; and favoured options such as cycling or gorilla watching "with a reputable firm" glow with enthusiasm.

Snobbery has no place. Ms Hailes applauds theme parks and holiday centres as a form of "space-efficient damage limitation": after all, people sliding down the Giant Flame are not stepping on rare plants. Nor need the *culturalist* feel smug: there is a warning about the damage caused to Italian art treasures by visitors wearing wet

clothes which emit sulphides, and by themselves emitting what are delicately called "bio-effluents", no doubt aggravated by pasta.

The toughest area is the relationship between the concerned, affluent, green tourist and his poorer hosts. "Local people actually may need outsiders to advise them: take Madagascar, where they're demolishing the forests and need to be convinced that these are exactly the things visitors pay to see." Or, as one tour operator observed, "It's all very well for the British to be educated to look after a Greek island, but you should see the way the Greeks behave."

Merely demonstrating the wreckage other countries

have made of their coasts is not necessarily enough. "There's the story of a teacher in China who showed videos of built-up polluted rubbish-strewn places, and the audience said 'Wow! We'd like that!'. Remember, 100 years ago in Britain, thick black smoke spelt prosperity."

This, she says, is the point where tourism can positively help: with big travel firms acting as both carrot and stick and influencing local authorities. So far, there is not much evidence of such altruism. The average tour company is "remarkably short-sighted. It tends to 'quarry' environmental quality. If one Shangri-La is wrecked, the industry's mentality suggests that another can always be found."

The message is often spelt

out in brochures: "See it now before it's gone." And these are hard times: one firm observed that greening would be "cutting their own neck". "But," says Ms Hailes, "if enough customers make a fuss they'll change."

She is optimistic about our power and goodwill: but then optimism is her trademark. Already there are green tourism projects in Venezuela, the Seychelles, Belize. And heck, the combination of Euro Disneyland and the Channel Tunnel will save a lot of jet fuel, won't it?

● *Holidays That Don't Cost the Earth*, by John Elkington and Julia Hailes, is published by Gollancz on February 6, £5.99. The *Holiday Extravaganza Ball* is at the Portchester Baths on February 8 at 8pm. Tickets, £58, from SustainAbility.

It's a phone.
It's a fax. It could
even be a car.



Buy the SF1100 fax-telephone and you will get more than a superb range of features and excellent value for money.

You will also earn the chance to win a brand new Renault Clio — the 1.2 litre hatchback with real French flair!

Alternatively, it could be your ticket to Europe, with runner-up prizes of a weekend in Paris for two, including a visit to Europe's newest theme park and an evening at the world famous Moulin Rouge.

But you can't lose with the SF1100. Plug it into a normal telephone point and it switches between fax

and phone, depending on the incoming call.

To save you time, it has a document feeder.

110 quick dial numbers and on-hook dialling.

To save you money it has a Mercury access button.

and for peace of mind it comes complete with a free 12 months on-site warranty.

The Samsung SF1100 will certainly help your business on the road to success. And who knows, it could even put you in the driver's seat

CONTESTATION BY FAX: A SAMSUNG SF1100 FAX MACHINE. TEL: 01753 447777. FAX: 01753 447778. POST: 01753 447779. FAX: 01753 447780.

For full details of the SF1100 and the range of personal and business fax machines from the world's 3rd largest electronics company, send the completed coupon to: Samsung Electronics (UK) Limited, Samsung House, 225 Hook Rise South, Surbiton, Surrey KT6 7LD.

Name: _____ Position: _____ Company: _____

Nature of Business: _____ Address: _____

Telephone No: _____

SAMSUNG Electronics Technology that works for life.

ECO-HOLIDAY BROCHURES

Twickers World has been organising conservation-conscious wilderness journeys since 1972. In the past year the company has donated a percentage of the profits made on its Belize wildlife and scuba-diving holidays to campaigns for the preservation of that country's endangered rain forests. The current Twickers brochure (available from 22 Church Street, Twickenham TW1 3NW, tel 081-892 8164/7606) includes bird watching in the Costa Rican national parks and visits to the nature reserves and primate protection campaign projects in Madagascar.

Worldwide Journeys and Expeditions also offers eco-friendly trekking and walking holidays in Africa, Asia and South America (brochure available from 146 Gloucester Road, London

SW7 4SZ, tel 071-244 7783). The company is involved in management of the Kasanka National Park in Zambia.

Holidays that are the greenest of all keep travellers closer to home, and may sound dauntingly like hard work. Both the National Trust Volunteer Unit (brochures available from PO Box 12, Westbury, Wiltshire BA13 4NA, tel 0323 826826) and the British Trust for Conservation Volunteers (BTCV) brochures available from 36 St Mary's Street, Wallingford, Oxfordshire OX10 0EU, tel 0491 39766) runs conservation working holidays throughout Britain. The projects are designed to provide practical protection for the environment and are far removed from the traditional vacation cocktail of

sun, sand, sea and slothfulness. Volunteers work in small teams on their chosen environmental projects; costs are low, accommodation is simple, and volunteers are given training and guidance on conservation skills by experienced team leaders.

Among the 600 week-long and weekend "natural breaks" on offer in this year's BTCV brochure are hedge laying and tree planting in Bowland woods, Lancashire, and rhododendron clearing around Dersingham Bog in Norfolk. Footpath repair, coppicing and dry stone walling feature in the National Trust's range of "action" projects, and volunteers can also work on pond clearance in Northumbria or headland maintenance in Cheshire.

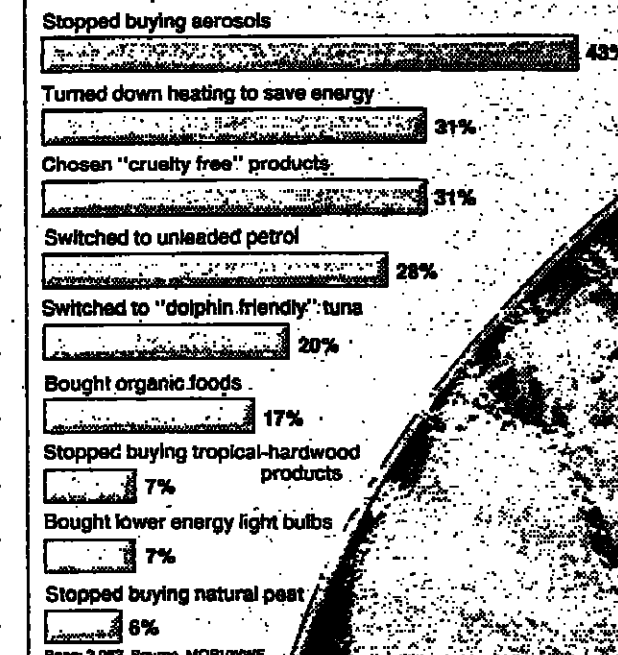
As a general guide to the concerns of green tourism, the environment charity Ark has produced *Going For It*, a glossy brochure full of advice for would-be green tourists. The publication is part of Ark's nationwide "Green Travel Bug Campaign", and is on sale at Manchester airport. The message is simple: "You can be a green tourist wherever you go," says Roisin Oros, Ark's campaign director. "There is a misconception that the destination determines whether or not a holiday is green, but it depends more on your attitudes and behaviour than on where you go."

SUE MOORE

SIGNS OF THE TIMES

GREEN BEHAVIOUR

Which, if any, of the following have you done in the last year for health, environmental or ethical reasons?



WORLD WAR II
AVIATORS PROGRAM: MILITARY WATCHES WANTED
ROLEY, PERCIVAL, SPITFIRE, MUSTANG, P-51, P-47, P-38, P-63, P-40, P-48, P-49, P-50, P-52, P-53, P-54, P-55, P-56, P-57, P-58, P-59, P-60, P-61, P-62, P-63, P-64, P-65, P-66, P-67, P-68, P-69, P-70, P-71, P-72, P-73, P-74, P-75, P-76, P-77, P-78, P-79, P-80, P-81, P-82, P-83, P-84, P-85, P-86, P-87, P-88, P-89, P-90, P-91, P-92, P-93, P-94, P-95, P-96, P-97, P-98, P-99, P-100
AUSTIN KAYE - 425 STRAND LONDON - WC2R 0ET
071-246 1888 - TELEPHONE 071-246 2345

The beauty of the bare face

The unmade-up woman is making her mark. Alice Thomson reports on those who are confident without cosmetics

Nicki Almond, a 27-year-old market analyst at the stock brokers Williams de Broek, kicked the make-up habit four years ago. "My mother always wears some make-up but I never took to it in a major way. I felt absurd plastering it on, like a kid riffling through a dressing-up box," she says.

Ms Almond feels sorry for women who spend their days obsessively reapplying their lipstick. "Women wear it to boost their confidence. But I find that the men at work respect me more for not painting my face, and take me more seriously."

In the not so far off days of power-dressing, make-up was more about armor than artifice and no self-respecting working woman would have been seen dead without mascara, blusher and blood-red lipstick. These were the adult woman's security blanket, and going to work with no make-up was tantamount to going to work in a dressing-gown and slippers.

Now women are shedding their painted skins and some are even beginning to appear bare-faced in the office. Actresses such as Jodie Foster have led the "less is best" trend. Helen Mirren, who starts shooting the sequel to her hit television series *Prime Suspect* next month, comes complete with wrinkles and dark rings under her eyes in her role as Detective Chief Inspector Jane Tennison.

According to the market research analysts' Euromonitor, make-up sales in Britain have dropped by 8.5 per cent in the last five years. The only growth has been in lipstick sales (in 1983, 65 per cent of women used lipstick compared to 71 per cent in 1989).

Younger women seem to have been the first to throw out their eyeliner and instead of mothers forbidding their teenage daughters to wear make-up, their children are telling them to wear less.

Men of all ages seem to applaud women who drop the make-up and "come out". Nicholas Baring, aged 41, a GP in West London, thinks that British men are terrified of over-made-up women. "I loathe it when women disappear into the fog in the evening for half an hour and return, cabed in make-up," he says. "If a woman is that worried about her appearance she is bound to be neurotic. Women who don't wear make-up appear more relaxed and self-

confident. I would be inclined to trust them more."

But Jeff Groux, the managing director of Robert Half, a financial recruitment consultancy, believes that women may not approve of bare-faced chie. "Most people form an impression within three minutes, and women interviewers are far more critical of appearance than men," he says. "We've found that people tend to do better in interviews and promotions if they have the right packaging, and some make-up does seem to be expected. It shows you are making an effort."

Men, who splashed out £390 million on male skin-care products in 1991, can have the opposite problem. A little discreet tinted

'For younger women it can be a way of saying, I want to be taken seriously'

moisturiser may be passed over, but anything more is still frowned on at work. Patrick Little, a freelance design consultant, sometimes wears some dark cherry lipstick and mascara, and paints a small beauty spot on the side of his cheek. "Women never seem to mind but if I am going to a conventional meeting I do feel pressurised by other men into wearing a conventional suit and bare face or they don't take me seriously," he says.

Not surprisingly, Mary Spillane, the managing director of CMB image consultants, with 60 MPs and Shell and IBM on her books, frowns on the image of the bare-faced woman and believes that the older you get the more effort you have to make. "By wearing no make-up you are actually drawing attention to yourself and saying 'I don't care'. This is most damaging in public life. Constituents don't want their MPs on television looking as though they have just left the kitchen sink or the pub," she says.

According to Euromonitor, British women wear less make-up than any other women in Europe. Ms

Spillane says that make-up requirements do change from country to country. "In New York the women all wear smokier, stronger colours. In Italy the slightest hint of blue eye shadow is frowned upon and they are very natural. The French think you are cheap if you wear coloured nail varnish, and in Germany they like the baby doll face."

Some women are still required to wear make-up as part of their uniform whether they like it or not (see below). Air hostesses, receptionists and hotel staff have always been expected to display the corporate image on their faces. At Trust House Forte, female staff are not forced to wear make-up but they are encouraged to wear at least a little mascara and lipstick.

"Most female staff need to wear some make-up to present themselves in their best light," says Karen Pirie, the personnel manager for Trust House Forte Heritage Hotels. "In that way we are sexist, because the men aren't expected to wear any but we have to comply with our guests' wishes and they don't like being greeted by a receptionist who looks as though she has just got out of bed."

"On the other hand, you don't want them to look as though they are just about to go for a rave-up. I have had to discipline one girl for wearing too much make-up. Ultimately, however, I do consider it a matter of personal choice."

Dr Marilyn Davidson, the senior lecturer in organisational psychology at Manchester University, feels there is no need for women to wear any make-up at work. "Women must be allowed to be themselves if companies are to get the best out of them, and for many women that means wearing no make-up," she says. "For younger women it is a way of saying 'I want to be taken seriously', or they may prefer to spend their money on something else. Older women may just be bored with putting it on every day."

For the die-hard blue eyeshadow brigade and anyone unduly concerned about impending wrinkles, the really natural look could be as unwellcome as the advent of the casual was for the less than subtle. Penny Steyne, a senior film make-up artist, says: "If you can't go without it, you can always fake the bare look with a few soft browns and some colourless lipstick. Everyone will think you look natural but you won't feel undressed."



Naked: Nicki Almond, a market analyst, says men at work respect her more without make-up

● Last year 38-year-old Teresa Fischette was sacked as a ticket agent for Continental Airlines in Boston, USA, for refusing to wear make-up to work. After women's groups and Sarah Wunsch, a civil liberties lawyer, began to investigate the case Continental admitted they were wrong and offered to reinstate her. The chairman then issued makeup guidelines.

● Few British companies will admit to having any makeup code but many employers, especially those in the service industries expect their staff to conform to certain unwritten regulations

FACE FACTS

could get away with no make-up on camera but most men and women will flush under the lights and need some foundation to keep their colour down.

● The Lansborough Hotel, London: "We encourage women to look their best. If someone doesn't look good without any makeup we will discreetly tell them and advise them to apply a little."

● British Petroleum: A spokesman says: "We have no dress or make-up regulations. Most of the women wear make-up but that is out of personal preference."

Forking out on forks

With a new range, Hermes want to be at the cutting edge of costly cutlery

HERMÈS launched a new range of products this month with which it expects to establish a tradition as strong as it already has for luggage and clothing. Hermès's cutlery — or *Art de la Table* — is expected to provide rich pickings when the "Moisson" crop of flatware becomes ripe for sale in the spring. Based on estimated prices of £230 for a seven-piece place setting, it could be worth £280 million to the company.



To get the wheatsheaf effect wanted for the cutlery, a special production procedure had to be developed allowing the pieces to be worked from solid rolls of electroplated nickel and flattened down. "A lot of our best products started with a crazy idea," says Jean-Pierre Bouteillon, the head of *Art de la Table*, looking around Hermès's Paris headquarters at items that have taken them from saddlery to scarves and clothes.

What is so special about Hermès cutlery? Available only in silver plate (at an average of £40 a piece) — silver plate in which the wheat sheafs are bound with gold-plated rings (around £60 a piece) — or in 24-carat gold plate on silver plate (at around £80 a piece), it looks set to become a classic.

It can go equally well with a grand dinner service or with the new "Moisson" porcelain. Saint Louis, the 400-year-old crystal firm, has produced a set of complementary crystal, making this the first launch of co-ordinating china, crystal and cutlery. Without doubt, it is designed for those born with a silver spoon in their mouths.

VICTORIA MCKEE

Thirty years at fashion's cutting edge

Why every wardrobe owes something to the designs of Yves Saint Laurent

The high point of this week's Paris couture season promises to be the 30th anniversary of the opening of Yves Saint Laurent's fashion house. It was on January 29 1962 that Saint Laurent, aged 25, presented his first collection under his own name in a rented house in the rue Spontini. This Wednesday the usual ranks of his chic customers, headed by the actresses Catherine Deneuve and Zizi Jeanmaire, will no doubt give Saint Laurent a resounding ovation at the end of his 60th couture collection.

The real celebrations break out next Monday, however, when a gala soirée is planned at the Opera Bastille (the opera house run by Saint Laurent's partner and president of his fashion empire, Pierre Bergé), the details of which remain a surprise for the designer.

Ms Deneuve, who has long been one of the reclusive designer's coterie of close friends and a regular guest at his house in Marrakech and château in Normandy, is playing the part of honoree.



Classic Saint Laurent: chiffon shirt with bell-bottom trousers (1967); check trouser suit (1990); safari shirt and trousers, tribal jewellery (1982)



PHOTOGRAPHS: CHRISTOPHER MOORE

'Every woman in a blazer with flannel trousers wears his style'

and sailor pants high fashion, and regularly shows women how to look chic wearing harem pants, jewelled boots, tasselled bounouses and jellabas. Never all at once, of course. He understands discipline in design better than most. Every designer who chooses to shock with seethrough shirts, daring hemlines, jewelled bras and Barbarella thigh boots, must

business of both the gala next Monday and a press conference in Paris tomorrow to-night. With M. Bergé, she is expected to announce details of a Saint Laurent arts foundation.

There has been a rash of parties and retrospective fashion exhibitions recently as other top couturiers who established their names in the 1950s and 1960s celebrate various anniversaries. Valentino's 30th, Emanuel Ungaro's 25th and Hubert de Givenchy's 40th milestones have all been extravagantly celebrated. Of all of them, Saint Laurent alone can justifiably claim to have made a mark on 20th-century tastes and remained at the cutting edge of fashion for three decades.

He had already stunned the fashion world when at 21 he was made design director at Dior (on the death of Christian Dior in October 1957) and introduced beat-

face the fact that Saint Laurent did it more elegantly, and first. Even the puffball, launched by Christian Lacroix on his arrival in Paris couture at the house of Faou in 1982 (another anniversary this year), originally came off the Saint Laurent sketchpad while the designer was still at Dior in 1958. "Je vous souhaite à durer (I wish you lasting success)", Saint Laurent is reported to have said to Lacroix, when he finally met haute couture's acclaimed new genius in the 1980s.

Any celebration of the unquestionably long-lasting success of the Saint Laurent £2.3 billion fashion empire will be affected, however, by the uncertain health of the designer himself.

In March 1990 when he was too ill to appear at his ready-to-wear show, a bulletin from M. Bergé announced that Saint Laurent was in hospital suffering from "overwhelming nervous exhaus-

LIZ SMITH

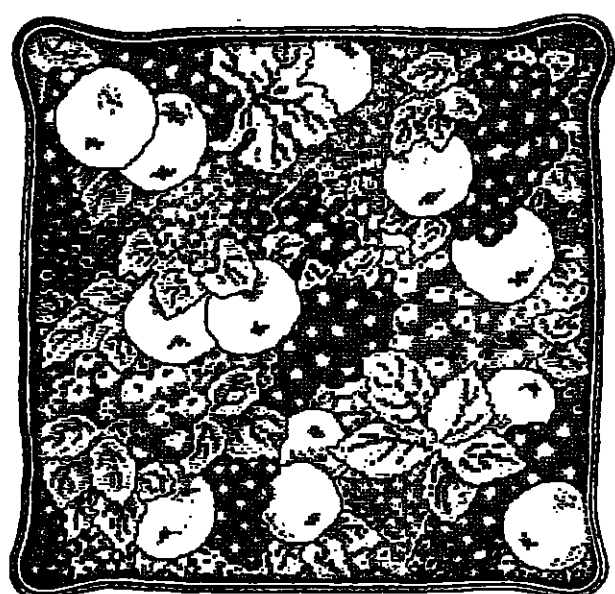
NOTICE TO READERS

Readers are advised to seek professional advice before entering into any form of agreement, or parting with any money. When replying to box numbers please do not enclose original documentation and mark the box number clearly on the top right hand corner of the envelope and return it to:

THE BOX NUMBER DEPARTMENT
P.O. BOX 484 VIRGINIA STREET
WAPPING, LONDON E1 9DD

JILL GORDON'S "RUSSIAN FRUITS" FOR

EHRMAN TAPESTRY



Jill Gordon, the watercolourist and embroiderer, has worked for many years with Kaffe Fassett and this lush confection of berries, apples and leaves glows with the same depth of rich colour which he gets into his own designs.

Inspired by a fragment of 19th Century woven Russian tapestry the berries and apples in raspberry, cardinal and cherry reds, soft peach and powdery pinks blend with bunches of deep blue grapes and the larch, beech and olive greens of the leaves. It makes a magnificent large cushion or chairseat.

Measuring 20" x 20" the design is printed on 8 holes to the inch canvas so is quick to stitch despite its complex colourings. Worked in either half-cross or tent stitch the yarn is used double and is 100% pure new wool from the Paterna range. The kit comes complete with canvas, wool, needle and instructions and costs £39.95 including postage and packing. When ordering use FREEPOST - no stamp needed.

FOR QUERIES ABOUT DESPATCH TELEPHONE 0784 460561
Ehrman Kits Ltd, 14/16 Lancel Square, London W8 4EP Registered no. 1975935. Please allow 28 days for delivery. Money back if kit unused within 14 days.

To: EHRMAN, FREEPOST, LONDON W8 4EP. **RF**
Please send me tapestry kits at £39.95 each.
I enclose cheque/P.O. made out to Ehrman for £ (total)
Name
Address
TIN292

SEAGRASS SALE JAN/FEB

SEAGRASS FLOORCOVERING
AT £6-65 P.S.Y. INC. VAT
(£7-95 P.S.A.)
WIDTH 4 METRES OR 12 METRES
Crucial Trading Limited
77 Westons Road,
London W2 1TB Tel: 071-221 9008
OR CALL
SALES OFFICE: 0587-666

EDUCATION TIMES

MONDAY JANUARY 27 1992

Let common sense take over

Kenneth Clarke is relying on public pressure to reform primary teaching, David Tytler writes

The evidence in the report on primary school teaching methods, commissioned by Kenneth Clarke, has been painstakingly prepared so that every claim is supported.

The language used by the three wise men appointed by the education secretary to write the report is moderate, so that when there is criticism of the "highly questionable dogmas" adopted by some primary schools for the past 20 years, the effect is all the more telling.

The reforms proposed by the three — Robin Alexander, of Leeds University, Jim Rose, the chief primary inspector in the schools inspectorate, and Chris Woodhead, the chief executive of the National Curriculum Council — have explained with the voice of reason what must be done if standards are to be raised.

The need for change is clear, yet the three have refused to endorse a wholesale return to traditional teaching methods. They have recommended that the best of all practices should be incorporated in primary school teaching, but they want specialist teachers to teach individual subjects and they suggest a return to whole-class teaching where possible.

While ruling out streaming as being too crude, they recommend that groups of children should be taught according to their ability. For too long, the very able and the less able have been let down by too many primary schools that have concentrated on aiming their teaching at the middle ground. That is no longer acceptable.

Children also want teachers to point out their errors — a view that some teachers still consider heresy. Mr Rose will have none of it: "Children are quite capable of handling that." He says that children must be instructed by the teacher rather than relying on the pupils to ask questions. "The problem can be summed up in the phrase you sometimes hear, that 'we teach children not subjects', he says.

Teachers, the report says, should focus more firmly on the effectiveness of lessons, because much topic



Something to smile about: Kenneth Clarke's views on progressive teaching have been vindicated, but advisers do not recommend a total reversion to old methods

work, particularly in history and geography, is undemanding. "Too many topics amount to little more than aimless and superficial copying from books and offer pupils negligible opportunities for progression from one year to the next."

The report accepts, however, that there was a drop in reading standards between 1987 and 1991. A report to be published by the National Foundation for Educational Research will show that there has been a decline of between three and five months in the reading age. Professor Alexander and his team have been told that the requirements of the national curriculum and its attendant tests have led to reduced teaching time, especially in the basics.

Jack Straw, Labour's education spokesman, has been quick to pick up the point and clearly does not think it premature to lay at least some of the blame on a complicated, demanding curriculum. Generally,

What three leading educationists think

There seems an awful lot of rhetoric about topic teaching which is not based on actual experience. I am relieved that the report has come out with a balanced view. Throwing out topic-based education would have been throwing away a lot of the best we have learnt about children.

Rob Davies, headteacher, Dot Hill junior school, Chelmsford, Essex

We are pleased that a cooler voice has prevailed. We hope that this report will lead to more involvement by teachers in the government's plans. Too much is being inflicted and dictated to teachers without them being involved. And that flies in the face of good management practice of our schools.

John Coe, National Association for Primary Education

My age groups are between three and eight and after 30 years of teaching I am more convinced that children learn best by first-hand experience. Topic-based methods do involve the children and get them interested. Teachers must stay on the side of the children. They don't do things to be trendy.

Janet Morgan, head, Mytchett school, Camberley, Surrey

ally, though, he approves of the report. "The authors have shown commendable independence," Mr Straw says, "and the report is an important contribution to the debate about teaching methods."

Professor Alexander sums up the three wise men's judgment as

"arguing for a return to common sense". Will they be heard, and can it make any difference? Mr Clarke, like Mr Straw, wants the report to be the basis for a debate on primary education that should involve the entire teaching profession. No government, however, can

control what happens in schools. Mr Clarke is relying on public pressure to force teachers to change their ways. He believes many teachers are unhappy with the methods of the past 20 years but have not felt able to express their views. He says: "The report will

give them the self-confidence to express those common sense views. They no longer need feel any guilt."

Mr Clarke has an important lever: the teacher-training institutions, where he can decide how and what new teachers are taught. He is committed to school-based training but has delayed his primary proposals until the report is published.

He will now ask the Council for the Accreditation of Teacher Education for advice on the report's implications for reform of primary initial teacher training and will seek improvements in the continued training of newly qualified teachers.

The real drive for change must, however, come from the schools; the danger is that there will either be a deafening silence or the plaintive cry that "we are already doing it". The professionals, the report makes clear, do not always know best. Parents should not be fobbed off.

9-11 OCTOBER 1992

THE TIMES

INDEPENDENT

EDUCATION '92

A BUSINESS DESIGN CENTRE

ISLINGTON • LONDON

Biggest show in Britain

BRITAIN'S largest exhibition of independent schools, organised by *The Times* and *The Sunday Times*, will be held in London in October.

About 250 schools are expected to take part in *Independent Education '92*, making it by far the largest of the five shows held since 1983. Each of the last three attracted 4,000 visitors.

The Independent Schools Information Service established the event to give parents a convenient method of finding out about independent education. ISIS, which has 1,400 schools in membership, will continue as partners in the exhibition.

This year's exhibition will be held at the Business Design Centre, in Islington, north London, from October 9 to 11. A series of seminars and workshops will take place; a programme-planning meeting is being held in London today.

More of the leading independent schools will be exhibiting this year, and a number of London day schools will be taking part for the first time. Robin Wilson, the headteacher of Trinity School, Croydon, south London, says: "Our group of 18 schools will be represented this year because the change of management has given new importance to the exhibition."

Sally Keefe, the exhibition manager, says: "We are committed both to increasing the size of the event and maintaining its excellence."

Details: 071-782-6574

National pay here to stay

Teachers are likely to be treated fairly generously — as they should be — by their new pay review body when it reports shortly. In the last decade their relative pay has fallen behind similar occupations, and the effort they have to put into their job has increased with the simultaneous introduction of the national curriculum and local management of schools.

Whatever the pay review body awards, two fundamental issues will remain. First, which principle should determine their pay: comparability, market efficiency, affordability, or performance? Second, is the review body the best institutional mechanism? This national arbitration forum fits a little uneasily with the devolved education system.

Comparability was the underlying principle of pay determination in public services for much of the post-war period. Ad hoc comparability commissions — Houghton in 1974 and Clegg in 1979 — each resulted in a big boost to teachers' pay, but teachers' relative pay then gradually fell back. One task of the review body is to dampen such cycles.

The review body will probably not devote too much attention to comparability, not least because Kenneth Clarke, the education secretary, is violently opposed to

Teachers are likely to be treated generously in their pay review

This principle. Market efficiency has been in vogue. This emphasises recruitment, retention and motivation.

There are two different labour supply problems. High house prices in London and the southeast imply greater problems but the London allowance is inadequate, and needs to be paid over a larger area.

The second problem is far more tricky. Should teachers in scarce supply — in science, computing and modern languages, for example — be paid more than their colleagues? Such payments risk rupturing the collegiality of the school. Schools try to circumvent such tensions by awarding incentive allowances to teachers in scarce disciplines.

Affordability has been emphasised by the Treasury, education department and local authority employers in their evidence to the review body. Although the review body does not have to stick to Treasury cash limits, it will certainly have an eye on costs.

Whichever principle is chosen — and the review body will surely compromise among all three — it must further consider the link between pay and performance. Mr Clarke, in his submission,

suggested that the pay of heads and their deputies should be linked to performance. Certainly, it is possible to evaluate performance, but only after very careful controls have been made. The recent reductionist league tables of exam results, truancy rates and over and under subscription are patently absurd as measures of individuals' performance.

Head teachers and their deputies should certainly get a substantial rise. A typical secondary school has a budget of more than £2 million and premises worth twice that. The head is responsible for upwards of 100 teaching and non-teaching staff and a 1,000 children. The government's curriculum and management reforms have changed their job description profoundly, and they have had to do all this with no new resources. Most employees in the private sector coping with this level of responsibility and these changes would be paid at least half as much again.

Linking pay and performance for the individual teacher is more problematic. For the moment, the new appraisal system emphasises development, and excludes

links between appraisal and pay. But unions representing employees in civil service agencies, the Inland Revenue and Customs and Excise have all agreed to embrace the principle of performance-related pay.

The advent of the review body has substituted an arbitration mechanism for collective bargaining, but its award remains national. There are many other forms of pay determination in the public sector. Firefighters and the police both have an indexation formula, civil servants have "constrained collective bargaining", in which the parties bargain within the middle range of pay increases for similar jobs.

Completely decentralised bargaining, by schools, would be anarchic and time-consuming. It is more likely that some form of national bargaining, coupled with the local flexibility provided by recent reforms, will continue.

It probably suits all parties. The government gets more control over public expenditure. For management, pay is "taken out of competition" so teachers will not be bid away by neighbouring schools. And for the unions, the national agreement emphasises the collegiality and craft identity of the profession.

DAVID METCALF
The author is professor of industrial relations at the London School of Economics

UNIVERSITY APPOINTMENTS

REGISTRAR & SECRETARY

The University invites applications for the post of Registrar & Secretary available from 1 October 1992 on the retirement of Mr F T Morrison.

This is a key post in the management of a University which is growing rapidly and developing major new initiatives both locally and internationally. The Registrar & Secretary will play a central role in the expansion of the University and will possess the ability to initiate, advise on and manage change in a complex and dynamic environment.

Closing date for applications: 28 February 1992
Further particulars of the appointment may be obtained from the Vice-Chancellor's Office, telephone 0482 465807

THE UNIVERSITY OF HULL
HULL HU6 7RX
UNITED KINGDOM

LECTURESHIPS IN LAW

The University wishes to appoint two Lecturers to join its growing and innovative Law School. Successful applicants will have the opportunity to contribute to either, or both, the LLB course and the LLM in International and Commercial Law, according to their academic interests. For one of the posts an interest in Environmental Law or Banking Law would be an advantage, but is not essential.

The Buckingham salary range compares favourably with other universities and these appointments will be made according to qualifications and experience up to the region of £24,700 USS is available. Starting date will be by arrangement.

For an informal discussion please contact the Dean, Andrew Durand. (Tel: 0280-820267 - direct line).

Further particulars can be obtained from The Assistant Registrar, The University of Buckingham, Buckingham MK18 1EG, to whom applications (eight copies) in the form of a letter and curriculum vitae giving the names of three referees should be sent not later than 25 February 1992.

The University of Buckingham
Tel: 0280-820206
Fax: 0280-822246



UNIVERSITY OF ABERDEEN

FACULTY OF ARTS AND DIVINITY

Chair of Celtic

Applications are invited from Celtic scholars with established records of research and academic leadership for a Chair of Celtic, to be instituted from 1 September 1992. The department teaches a wide range of courses in language, literature and civilisation. The principal language studied is Scottish Gaelic with research concentrating mainly on Scottish Gaelic Language and Literature. Please quote reference number FCE001A.

Chair of German

Applications are invited from scholars in any branch of German studies, with a well established record in research and scholarship and the ability for academic leadership, for the Chair of German which falls vacant on 1 October 1992. The Chair, founded in 1950, was previously held by Professor W Witte (1951-1977), Professor J R Wilkie (1978-1982) and Professor J M Ritchie (1987-1992). Please quote reference number FGM001A.

Application forms and further particulars are available from: Personnel Services, University of Aberdeen, Regent Walk, Aberdeen AB9 1FX, telephone number (0224) 272727 quoting the appropriate reference number. A 24-hour answering service is in operation. Closing date for the above posts is 2nd March 1992.

An Equal Opportunities Employer.

INDEPENDENT EDUCATION

FRENCH COURSES: 9-18 YEAR OLDS EASTER & SUMMER HOLIDAYS

Practise your French in an interesting and vital way in the beautiful Cordogne for CE GCE & A level Audio. TV & Video equipment. Bilingual French staff. Visits to Caves, Chateaux, Festivals, Historic Towns. Activities include Tennis, Swimming, Canoeing, Riding & Cooking. Colour Video available.

Further details from:

The Secretary, L'Ecole Hampshire, Hampshire Tutorials Ltd, 23 Melton Court, London SW7 3JQ
Tel: 071 594 0744

ST. GODRIC'S COLLEGE, LONDON

Secretarial and Language Courses for Overseas Students
Scholarship Examination 12th March 1992
Residence Available
Contact: The Head of Studies, 6 University Road, Hampstead, London, N1 4LD
Telephone 071-435 0610
Fax 071-435 0610

THE BRITISH INSTITUTE OF FLORENCE

For regular short courses of Italian and Art History, Drawing, Opera and Tuscan cooking. Start dates on 10 Feb, 9 Mar, 6 Apr and throughout 1992 which is our 75th anniversary year. Prospective from Languano Guicciardini 9, 50125 Firenze
Tel: 011 30 55 24031
Fax 011 30 55 24031

Welsh in switch

GOVERNORS of the Polytechnic of Wales have voted to apply for independent status to become the University of Glamorgan. The polytechnic, which has 8,000 students and is based at Treforest, was founded in 1913. After approval from the Privy Council, it hopes to be able to call itself a university from September.

The change is expected to encourage the individual colleges within the University of Wales to apply for individual university status. The principals of five of the six existing colleges recently expressed strong reservations about the amount of central power

NOTICEBOARD

wielded by the university — particularly on funding. Portsmouth polytechnic is to spend £20 million over four years to convert and upgrade itself in the hopes of becoming a university. It wants to attract an extra 2,000 pupils.

Opting out

AN Edinburgh school will be the first in Scotland to opt out of local authority control. Parents of pupils at London Street primary decided by 106 votes to 12 to seek self-governing status after council plans to close the 124-pupil school.

During the past 18 months, opt-out votes have been taken by parents at Holm primary in Orkney;

She's had some Shop-floor Experience



Sacred Heart Academy in Girvan and Glasgow's Willowbank primary, but in each case parents decided against opting out of local authority control. Teachers at London Street

have said that they do not want to work in an opted out primary. There will be a two month consultation period before Ian Lang, the Scottish secretary, announces his decision.

Class business

MORE than 50,000 teachers have been given experience in industry since the Teacher Placement Service began in 1989. Robert Jackson, the employment minister, says: "Placing teachers in industry is an excellent chance for them to update their skills and knowledge, and to bring industrial examples back to the classroom."

"We need more business people in schools if we are to make schools truly reflect the business world."

071-481 1066

INDEPENDENT EDUCATION

FAX 071-481 9313
071-782 7826

WORKSOP COLLEGE

DESIGN & TECHNOLOGY

Required for September 1992

Two teachers to work in this thriving and well equipped department. One to take responsibility for the Workshops and Design & Realisation The other to offer Design and Technology and some graphic work. One of the posts will carry greater responsibility.

CREATIVE TEXTILES

A teacher is also required to develop Creative Textiles at the College and to assist with 3D and graphic design.

Applications from new entrants to the profession would be welcomed for any of these posts.

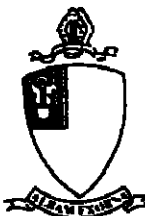
The successful candidates will be expected to contribute to the extra-curricular life of the College.

For further details please contact the Headmaster's Secretary.

Letters of application and c.v. with names, addresses and telephone numbers of two referees to the Headmaster, Worksop College, Worksop, Nottinghamshire S80 3AP. Telephone 0909-472391. Closing date 24 February 1992.

ST DUNSTAN'S COLLEGE

HMC Independent Day School for 810 Boys aged 7-18

Assisted Places
Scholarships
Bursaries

The College teaches a full academic curriculum of GCSE and Advanced Level, the majority of pupils proceeding on to degree courses. A wide programme of games, cultural and other extra-curricular activities is available to each pupil.

The College offers Assisted Places, Scholarships and Bursaries at 11+ and for the 6th Form

Further details may be obtained from the

Admissions Secretary, Mrs. P. Russell

by phoning 081-690 1274

or by writing to:

St. Dunstan's College, Stanstead Road,

Catford, London, SE6 4TY

EASTER REVISION 92

AT
DAVIES'S
COLLEGE

RING 071-450 1622

EASTER
1992
REVISION
Telephone:
(0223) 60040

ST ANDREWS

UPPINGHAM SCHOOL

RESIDENTIAL

A-LEVEL REVISION

29 March-3 April

5-10 April

0572-823543

Fax 0572-821872

Course Director,

Uppingham School,

Leics. LE15 9QE

EASTER
REVISION
Courses in major
subjects at A level
and GCSE.

COLLINGHAM

LONDON

071 835 1355

23 Collingham Gardens

London SW5 0HL

071-244 7414

OXFORD

0272 255488

Collingham, Brown & Brown

1 Frewin Court

Oxford OX1 3HZ

0865-728280

ALSO INTERVIEWING NOW
FOR SEPTEMBER
1992EASTER
REVISIONA level & GCSE courses
Group & individual tuition

MPW

Mander Portman Woodward

Accommodation available

London 071 835 1355 Westminister 071 222 2976 Bristol 0272 255488
Birmingham 021 454 9637 Cambridge 0223 350158

In the heart of Oxford
A HEAD START FOR YOUR CAREER

First class instruction and practical training within the uniquely supportive, friendly atmosphere of St. Aldates.

- 1 yr St. Aldates Executive Secretarial Diploma
- 1 or 2 term Intensive Secretarial Diploma
- 1 yr LCCI Business Studies Diploma
- 2 or 3 term A-level Retake/Secretarial Course

St. Aldates College, (98R) Rose Place,
Oxford OX1 1SB Tel: (0865) 240963

YOUR EXAM

BE SURE OF SUCCESS

PROFESSIONAL - A-LEVEL - GCSE

Study at home and pass with good grades

with RRC's complete Home Tuition Service.

- Self-contained courses, regularly updated for GCE 'A' level, GCSE and professional exams • Fully inclusive fees
- No costly, time-consuming text-books to buy • Everything you need in handy booklet form • Your own personal tutor
- Regular tests to ensure you are fully prepared • Exam at your time • Timetable to suit you • If you don't pass first time, we'll give you extra tuition - FREE - for up to 4 years!

Over 40 Professional courses, including:

- Accounting • Health Service • Micro-computing
- Banking • Law Degree • Management
- Book-keeping • Marketing • Photography
- Estate Agency • Mathematics • Politics
- Economics • History • Sociology

Over 35 GCE A-Level and GCSE courses, including:

- Accounting • English • Law
- Biology • French • Mathematics
- Business Studies • Geography • Physics
- Economics • History • Sociology

SEND OR PHONE FOR YOUR FREE PROSPECTUS

Just call 081-947 7272 or 081-945 1102

quoting Dept No. below

FREE GUIDE & PROSPECTUS

Please tick your choice and return the coupon.

☐ Professional Courses ☐ GCE 'A' level & GCSE courses

MR/MRS/MISS/MS

ADDRESS

POSTCODE

RRC The Rapid Results College

Dept HE142, Turton House

London SW10 4DS CAC Accredited

Cambridge Centre for Sixth-Form Studies

Sixth-Form Options

CCSS is a coeducational sixth-form college

offering a new environment to sixth form

entrants and final year GCSE pupils. With

an average class size of 6, integral

individual teaching and a highly qualified

staff, the college has a strong academic

reputation. A wide range of subjects is

offered including, at A level, Media

Studies, Theatre Studies and Textiles. The

college has an active sports/extra

curricular programme and boarding places

for 130 of its 225 students.

CCSS

1 Salisbury Villas, Station Road,

Cambridge CB1 2JF

Tel. Cambridge (0223) 316890

EASTER REVISION

A levels & GCSE

071 727 2797

Davies Laing & Dick College

10 Pembroke Square

London W2 4ED



St Mary's School

Wantage, Oxfordshire, OX12 8BZ

Telephone (023 57) 3571

Fax (023 57) 60467

Church of England boarding school for

300 girls aged 11-18

Tutorial system: high pass rate in public

examinations; wide range of A-level

subjects offered; Career guidance - all

girls take ISCO Merit (vocational guidance) Test; almost

all girls go on to Further Education; many clubs and other

recreational activities; most girls take the Duke of Edinburgh's

Bronze Award, and several the Gold Award.

One sixth form, one Junior and two Music Scholarships

awarded annually. Prospectus from the Admissions Secretary.

Unlocking
Potential
Easter
Revision

Examination

orientated programmes

for A level & GCSE

17 Old Court Place

London W8 4PL

071-273 5881

shbourne

A LEVEL & GCSE EASTER REVISION

Thorough Syllabus Review • Emphasis on Key Topics

Practice from Past Papers • Study Skills & Exam Technique

Timed Mock Exams • Expert Specialist Tutors

Fully Residential at Oxford Polytechnic

OXFORD TUTORIAL COLLEGE, 19 GLOUCESTER STREET

OXFORD OX1 2BN Tel: 0865 725232 Fax: 0865 725233

RECOGNISED AS EFFICIENT BY THE BRITISH ACCREDITATION COUNCIL

KINGSTON

ONE YEAR FULL-TIME

PHOTOGRAPHY COURSE

Places Available - Call for Interview

081 547 7066

DOOR TO SUCCESS IN WRITING

The London School of Journalism, established 1920, has been

the first stepping stone for many writers on the road to success.

Why not you?

The School offers 13 specialist courses including self journalism, sub-

editing, freelance journalism, short story writing, TV and radio script writing

and many others. Make the coming long Summer evenings pay! Be

prepared by writing or phoning for free prospectus now.

Dept 77, London School of Journalism

37 Uxbridge Street, London W8 7TQ Tel: 071-727 7241.



The Academy is one of Scotland's foremost independent

schools for boys and sixth form girls - day and boarding. The

Scottish and English systems are blended to suit individuals'

needs. GCSE, Scottish Highers and A levels are all on offer and

transfer across the borders as well as from day to boarding is

easily arranged.

A wide range of entrance

SCHOLARSHIPS

is available for academic merit, art and music - all

particular strengths of the Academy.

Further details from:

The Registrar, The Edinburgh Academy

Henderson Row, Edinburgh EH3 5BL

Tel: 031 556 4603, Fax: 031 556 5383

Advanced Hotel

Management Diploma

School of Hotel Management,

Neuchâtel, Switzerland

The Exclusive Hotel Management

School with a European Character.

Also available 1-year Certificate

courses.

Ask Maria Baks for information at:

HHTI, Box 4006 Basel, Switzerland.

Phone (61) 312 30 94,

Fax (61) 312 60 35

* A member of the leading Hotel Management Schools of the World.

WHY CHOOSE LANSLOWNE?

THE ANSWER IS - RESULTS!

91% Pass Rate at A Level - Jan 1991.

Retake, 1 & 2 year courses at A Level/GCSE.

January & September start dates.

Easter Revision and Saturday courses.

If you too would like to improve your grades, contact

LANSLOWNE

Independent Sixth Form College

The Principal, 7-9 Palace Gate,

Kensington, London W8 5LS

TEL: 071-581 4566 ext 071-581 3307

Surrey College

INTENSIVE EASTER REVISION

Our highly successful courses offer small group

and 1-1 tuition in study and exam skills as well as

most 'A' level and GCSE syllabuses.

EXPERIENCED TUTORS WITH EXCELLENT RESULTS

CALL (0483) 65887

St Michael's House, Worthing Road, Guildford, Surrey GU1 4B

EASTER REVISION IN CAMBRIDGE

INTENSIVE TUITION EXAM TECHNIQUE

ALL POPULAR ACCOMMODATION

A LEVELS & GCSE AVAILABLE

For help, advice or information,

call us now:

16 Brooklands Avenue,

Cambridge CB2 2BB,

Tel: (0223) 63159

FRENCH LANGUAGE

COURSES ABROAD

Improve your A-Level and GCSE

grades with Language courses from

2-12 weeks at French Universities

during Easter and Summer 1992.

FRENCH COURSES IN FRANCE

Recognised by the French Government,

the French Language Institute offers

courses at all levels from French

courses for 15 years old to post

graduate level. All courses are

taught by experienced French

teachers.

Write to: The French Centre,

170 Chesham Place, London,

W2 1TA, or phone 0800

071-750 0507 office hours.

Fax: 071-221 0442

25 SCHOLARSHIPS

• Was your daughter born between 1/9/77

and 31/8/80 - would she benefit from a

first class private education?

• Due to a substantial charitable donation

we are able to offer 25 scholarships to

girls born between 1/9/77 and 31/8/80

worth 25% off day or weekly/term boarding

fees through to and including 'A' levels.

We care, we understand, we achieve.

Early application is advisable.

• We have spent over £5,500,000 on new

facilities. Our fees offer exceptional

value for money. We are under 2 hours

travelling time from London. Telephone or

write for fully informative prospectus.

Mrs. Clough, Registrar,

Queen Elizabeth's College (est 1912)

Thorpe Underwood Hall, York YO5 9SZ

Tel: (0423) 331480

SREGNESS GRAMMAR SCHOOL

Surrey, Line, PE25 2PS

Tel: (0753) 61000 Fax: (0753) 60001

AT A PRICE YOU CAN AFFORD

• Selective Grammar school

• 11-18 co-ed boarding

• "Good Schools Guide"

• National reputation

• Happy, caring & disciplined

environment

Please ask for a prospectus

Superb facilities

• Excellent results

• £975 per term

3 Lancaster Place

London SW1W 9DP

Tel: 081-944 5180

The most effective & pleasant way

WHICH SCHOOL?

WHICH DEGREE?

WHICH CAREER?

Parents and students seeking personal, expert advice

may contact us at:

6-8 SLOANWAY LONDON W1 Tel: 071 734 0161 Fax: 071 427 1761

GABBITAS TRUMAN & THING

Educational Consultants

DEVONSHIRE HOUSE

PREPARATORY SCHOOL,

Hampstead.

For girls and boys from 3-13.

For further information and interviews

please contact the School Secretary at:

69 Fitzjohns Avenue, London NW3 6PB.

Tel: 071-435 1916

RADCLIFFE

COLLEGE

OXFORD

• Fully residential college at Oxford

University College and Day

School courses at other UK sites.

The headmaster of Ampleforth, facing a flood of new information and instructions, finds common ground with state schools in deciding his priorities

Our united battle in the paper jungle

My mail on the last Friday of last term included papers from the social services department, the Industrial Society, the Secondary Heads Association, the education department and my own association. There were more than 300 pages of information, covering topics ranging from the safety of wheelchairs and coffee machines to a paper entitled *Retirement - Coming Your Way*, which I found curiously attractive. I thought sympathetically of other heads, in both the maintained and independent sectors, facing a similar barrage, particularly the headmistress of a small rural primary school, who has no deputy in whom to unload her administrative cares, and who, as well as deciphering acronyms and completing forms, still teaches her children most of what they know, and who will certainly be blamed if one of her seven-year-old charges is caught in *flagrant delicto* it is a condition of literacy.

I wondered whether the British public, encouraged by the Parents' Charter and noble thoughts of "performance indicators", had any ideas of the ordeal inflicted on teachers by the new generation of zealous educational reformers, with their unlimited access to new ideas and photocopyers.

The experience of hectic reform and of the immense profusion of

VIEWPOINT

paper it has engendered has done much to unite the maintained and independent sectors. We have had to deal with the new GCSE, the centralisation of curricular and examination control, the 1988 Education Act, with all its implications for the increased independence of maintained schools from local education authorities, the Children Act, the Parents' Charter and the continuing subjection of all schools to the prevailing pressures of the market.

All these developments have given schools a varying but acute crisis of identity, and have given the best teachers, and heads, a new administrative burden.

If parents and children are increasingly referred to as "customers" and "clients", to be wooed by the schools as the "sellers" of education, what is left for the concept of collaborative parent-teacher, which has traditionally associated the teacher with wisdom rather than with salesmanship?

If heads are to be assessed on their capacity to manage, what is the future for those whose first love has been for teaching and pastoral care? Such questions affect all schools: maintained schools, in the first place, because they are more directly subject to education legislation, but independent schools



Sharing: Father Milroy finds that the maintained and independent sectors are learning from each other as their teachers wade through the red tape

because they are part of the national provision, inextricably involved in curricular and examination reform.

The concerns of both sectors are increasingly on converging lines. The Headmasters' Conference, the association representing independent boys' schools and those with a co-educational dimension, and the Girls' Schools Association are closely affiliated to the Secondary Heads Association, whose membership is largely from the maintained sector.

The associations' headquarters are in shared premises in Leicester. There is cross-representation

on all committees, there is a constant exchange of information on good practice and on all education issues, and, as is becoming clearer every day, there is a growing consensus on the main areas of concern.

These include, above all, concern about the future of the teaching profession, the future of the curriculum and of examinations at the 16-19 stage, and the funding of education at all levels.

They also include an over-riding concern to retain or, where necessary, to recover the sense that

school is a place for the inculcation of a balance between humane values, true learning and good behaviour. These issues are linked. Teachers' morale and status are inseparable from the environment in which they work, from the vocational tasks expected of them, and from the skill with which the legislators regard both the strengths and the shortcomings of the present A- and AS-level system.

In all these areas, the associations of both sectors have common views and shared initiatives. In the face of a sceptical government, the sectors have worked together to develop strategies for

responding to teacher shortage and to suggest a variety of imaginative and flexible courses for pupils aged 16 to 19.

Independent schools have learnt much from the experience gained by state schools in implementing staff appraisal and pupil achievement records, while state schools are having to learn some of the skills that go with independence. This interchange is typical of the benefits of a mixed system. Both sectors are often subject to vehement criticism, over failing standards or fostering privilege.

As the head of a Catholic public school, my principal experience of

this "complementarity" has been through my collaboration with heads of Catholic state schools. I have found that all our main concerns are shared — above all, that the transmission of a spiritual and cultural tradition should not be presented as the sale of a commercial product, and that the primary emphasis in all schools should remain on the cultivation of goodness rather than success.

FATHER DOMINIC MILROY

The author is the headmaster of Ampleforth College and chairman of the Headmasters' Conference

Tories' last chance for reforms

Worries over academic freedom may yet prevent two bills from going through before the election

Picking two education bills through Parliament with a general election in the offing was always risky for the government. Failing to get legislation on to the statute book could cause disaffection in key constituencies and chaos in further and higher education.

Polytechnics have been waiting to become universities, further education colleges to become independent, and the schools reforms will bring no short-term popularity. Now it is possible that neither group's ambition will be fulfilled before the election.

Last week's debacle in the House of Lords when government amendments to ministerial powers over universities had to be withdrawn before they were defeated, has again raised questions about the wisdom of pressing ahead with such speed. New clauses will have to be ready by next Monday if the government is to be spared even more embarrassment on academic freedom.

Lord Belstead, the Paymaster General, avowed a backbench revolt by Tory peers during the report stage of the Further and Higher Education Bill only by promising to reconsider clauses considered a threat to the universities' independence. He had introduced amendments intended to answer criticism that the bill allows the education secretary to interfere too much in university affairs. Ministerial orders would not be issued on specific courses or



'Everyone is seeking a sensible balance'

ALAN HOWARTH

research programmes, but only on their duration.

However, Lady Young, a former Conservative education minister, says the redrafting does not go far enough. She and three backbench colleagues presented an alternative, which Lord Belstead says he will consider before the third reading next Monday.

Lady Young's formula would satisfy the universities' demands that new powers are limited to the minimum needed to ensure accountability for public money. The education secretary would be able to intervene in a university's affairs only if he was not satisfied with the conduct of its finances.

Lady Blackstone, Labour's education spokeswoman in the Lords, says: "These clauses should never have been there in the first place, but a redrafting would be better than no movement."



A promise to reconsider clauses that are a threat

LORD BELSTEAD

The Lords' determination to keep the independence of universities has caused more trouble for ministers than the more overtly political issues. Kenneth Clarke, the education secretary, could not resist trying to undo the damage done by the Lords when Kenneth Baker's 1988 Education Reform Act was taking shape, however.

The diluting of clauses giving the government powers to intervene in universities was to be reversed in the name of public accountability. Ministers insist that this was necessary to ensure that action could be taken when institutions were heading for the financial rocks, or the length of degree courses started to creep up, increasing the strains on the public purse. The measures have provoked all-party opposition, however, adding to the uncertainty facing polytechnics and further



'The clauses should not have been there anyway'

LADY BLACKSTONE

education colleges. Polytechnics are already talking to the Privy Council to ensure that they can take their university titles as soon as possible after Easter, and several are referring to their proposed names in promotional literature.

Andrew Smith, Labour's higher education spokesman, says the bill is likely to be a casualty of an early election. Labour would not accept an agreed bill in the event of an election if any threat to academic freedom remained.

The timetable is already tight, and parliamentary procedure is preventing the bill reaching the Commons before the middle of next month. An April election would leave no time to bring the bill back to the Lords if the government was defeated next week. Government business managers insist there is time to get the bill through, but if an early



'The bill is likely to be a casualty of an early election'

ANDREW SMITH

election is called, ministers will press Labour to accept the whole package.

Alan Howarth, the higher education minister, says that drafting a satisfactory compromise is difficult, but the government will try to produce improvements before the third reading. "Everyone involved in the debate is seeking the same thing — a sensible balance between two valid principles," he says. "One is the securing of academic freedom; the other is accountability through the secretary of state for the substantial sums of taxpayers' money provided to higher education."

The universities would not be sorry to see the bill run out of time. The polytechnics and further education colleges, however, fear the planning blight they would face if they lost their new status.

JOHN O'LEARY

Take independents out of the shadows

ONLY in Britain are independent schools thought to cast a shadow over education. Elsewhere, independent schools are valued and receive a significant amount of public subsidy.

Even in as socialist and egalitarian a nation as Australia, about 30 per cent of children go to independent schools, which receive substantial government funding. Within the European Community, Britain is the only country not to have constitutional safeguards protecting parental choice. Germany and Italy give tax relief on school fees. In Belgium and The Netherlands, independent schools are almost fully subsidised by the government.

In all these countries, independent schools' contribution to society is recognised, and parents' wishes to send children to them supported. Yet independent schools in Britain have been threatened at successive elections by the prospect of abolition, or of a financial squeeze which would put them beyond the means of almost all parents.

The Labour Party has abandoned its policy of outright abolition, but both they and the Liberal Democrats intend to abolish the assisted places scheme and remove charitable status from independent schools.

Public opinion is more generous and realistic towards independent schools. Politicians would do well to listen: if most independent schools were driven out of business, our national education system would be poorer. Our concern should be to make education better for all, not to impoverish the whole system in order to strike at a few on ideological grounds.

The assisted places scheme offers the chance of a place at an

independent school to children whose parents could not afford to pay. It has benefited thousands of children since 1981, yet its cost to the taxpayer is only £135 per child per year. Abolishing the scheme will make negligible savings, yet will disappoint and frustrate thousands of families.

Independent schools benefit from charitable status, but they return more in scholarships and bursaries. In 1990, the benefit from charitable status was less than £4.4 million, but fee aid given by schools totalled more than £55.3 million. Changing charity law will raise independent schools' costs and reduce their ability to offer bursaries, putting independent schools out of reach of all but the most affluent.

There is no typical independent school. There are selective urban day schools, academically the very best in the country; there are rural boarding schools; schools catering to particular philosophies; religious foundations; day schools admitting a majority of below-average ability pupils; specialist music, ballet, dance and theatre schools. The schools are as various as are children.

Independent schools have consistently co-operated with maintained schools in curriculum development, in tackling teacher shortage, and in catering for special educational needs. These schools have led the way in business studies and modern and classical language teaching. No country can afford to throw away the excellence of the independent sector, or the opportunities it offers to children.

It is the children, after all, whom we should place at the forefront of educational policy.

AVERIL BURGESS

The author is headmistress of South Hampstead High School.

Publicans' school that grew out of hardship

Licensees are still encouraged to use the school set up for their children's benefit, but today the emphasis is on quality

Some publicans, even today, need to use a school that was set up for children of licensees suffering hardship. Many independent schools came about because a group of craftsmen or tradesmen wanted an appropriate and reliable education for their children. Today, few schools offer a direct service to the children of the profession that founded them.

The Licensed Victuallers' School in Ascot, Berkshire, however, owes its origins not to a medieval guild, but to the deprivations of 18th-century London. The Friendly Society of Licensed Victuallers, now the Society of Licensed Victuallers (SLV), was set up in 1794 to help publicans distressed by illness, age or poverty.

The main revenue source was the Publicans' Evening Advertiser, still in existence as the drinks

IN THE SPOTLIGHT

industry journal. The *Morning Advertiser* was a success from the start. Every member of the friendly society had to buy it daily, and in its first quarter it made a £111 profit, almost three times a tradesman's annual income.

Nor long after its inauguration, the friendly society saw the need for a school and the first Licensed Victuallers' School (LVS) began, opening in Lambeth, south London, in 1803. The school now has 700 pupils in a new building on a 26-acre site. The school caters for pupils aged five to 18 and has been co-educational from the start so that families could be educated together.

About a third of the 700 pupils are boarders, including weekly boarders, and most boarders are



Technology time: a typical lesson for publicans' children at the Licensed Victuallers' School

publicans' children. The other pupils' fees make up the school's main income; but publicans who apply through the SLV have "substantial" reductions in fees, the difference being made up by the SLV. The school also benefits from money raised by affiliated charitable groups, and from bursaries given by the drinks industry.

Publicans are encouraged to use the school if they wish. This was a welcome option for Peter and Shirley Turner when they became dissatisfied with their son Daniel's progress at school. The school is a boost to 13-year-old Daniel, an only child, as much in social as in academic terms, Mrs Turner says. "Publicans' children tend to be

surrounded by people who are older than them," Mrs Turner says. "I think Daniel needed more young people around him."

She says Daniel's school work has improved and that he is also "more outgoing and confident" since he started as a weekly boarder at the LVS in September. "Daniel has got to know other

publicans' children at the school, which is good — they do have fairly different lifestyles from most children," she says. "They are left to their own devices a lot and risk becoming isolated, because their parents have such a lot to do and work unsocial hours."

John Powell, the headmaster, says the pupils mix well. "Because our fees are comparatively low and we admit from a wide ability range, we have a bigger mix of parents than you might expect in a private school," he says. The parents range from machine fitters to managing directors.

The publicans, too, are more diverse than one might expect. "Some pay nothing because of great hardship, others are prominent businessmen in their own right," Mr Powell says.

Full fees for junior day pupils are £3,078 a year and up to £7,074 for full boarders. Senior fees are £4,158 and £7,371.

Mr Powell, a former housemaster at Marlborough College, finds the unusual mix of backgrounds and abilities to be the

main difference from other schools. "They are part of the school's fascination," he says, "but many problems of education are the same as for other schools. In particular, the Children Act as it relates to boarding schools and the national curriculum has caused us a lot of extra work. But the staff have been marvellous."

Changes in the brewing world have also brought extra work for the school, whose rules state that it must take the children of publicans in distress on a 24-hour basis. Mr Powell says: "It does happen, and is likely to happen more frequently in the future, with the structural changes in the brewing industry."

Emergencies notwithstanding, the school provides an everyday refuge. "You have to remember that a pub is a place where the parents are working when the child is home," Mr Powell says. "A pub may be in an inner city or even a red light district. We supply a safe and secure background."

SUE WEDLAKE

CRÈME DE LA CRÈME

DMB & B

SECRETARIAL OPPORTUNITIES

We are a large international Advertising Agency in St James's Square, just four minutes walk from Piccadilly tube station. Due to its expansion, a secretarial vacancy has arisen with DMB&B FINANCIAL, our highly successful subsidiary specialising in financial, business and corporate advertising. Candidate must have first-class secretarial/admin. skills, minimum 55 wpm (Wordperfect). Ability to liaise with clients at highest level and prioritise daily workload. Attention to detail most important. If you are energetic, with a cheerful, lively personality and would enjoy working with a dedicated team, please contact us. Salary: £11,500 neg.

Are you an adaptable mature secretary, interested in politics and local government and able to deal with management at the highest levels. We are looking for a confident, well organised PA to work with our New Business Consultant. Accurate typing (Multimate), ext. telephone manner, diary management, scrutiny and photocopying of Hansard and Government reports. Must have 100% commitment, cool head and tough spirited under pressure — and be able to smile through it all! We offer four weeks holiday, STP, private care health scheme, sub. food and wine bar and a very friendly environment. Salary: £14,000.

No telephone calls. Applications with CV and daytime telephone no. should be addressed to: Mrs Jean Wilman, DMB&B, 2 St James's Square, London SW1Y 4JN.

(NO AGENCIES)



The Institute of Ismaili Studies Ltd

PERSONAL ASSISTANT TO THE DEAN

An Academic Institute requires a smart, efficient and well-spoken person (preferably 30-40) with first class office and organisational skills, and at least 3 years experience as a PA, to run the Dean's Office. Good educational background (preferably graduate) and excellent command of written English essential. Editing and proof-reading skills a definite advantage. Should be computer literate (Microsoft Word an advantage) with quick and accurate keyboard skills. Ability to deal with people at all levels and to work effectively under pressure is organisation highly desirable.

Salary and benefits will be commensurate with position and qualifications. Applications comprising a comprehensive, typed CV and handwritten covering letter stating present salary package should be sent to:

The Administrator
The Institute of Ismaili Studies Ltd
30 Portland Place
London W1N 3DF
Tel: 071-436 1736

INTERNATIONAL PHOTOGRAPHIC AGENCY

One of the world's leading suppliers of photography for the advertising, publishing, corporate and travel markets.

SECRETARY TO THE DIRECTORS UP TO £17,000

We are a friendly, very busy and highly successful company housed in a newly refurbished HQ, in the media community of Camden Town. You'll work for the senior Directors of the Group on a range of interesting tasks, and there will be some administrative and PA duties. Word Perfect and shorthand an advantage. The rapid expansion of the Group is creating excellent career prospects for our brightest people and we would be glad to hear from you if you are over 27 and like the feel of this ad. Your CV, in confidence, to Derek Kartun.

Tony Stone Worldwide

Worldwide House
116 Bayham Street
LONDON NW1 0BA

PA SECRETARY Aged 25-35 circa £17,000 pa

The Chairman of a leading Service organisation needs a bright versatile Personal Assistant with a good sense of humour to help him run his small London Victoria office. The work is varied and interesting calling for A-Level education, good administrative and organisational skills as well as fast shorthand and typing.

Please send cv to Elizabeth Mackenzie, 81 Chester Square, London SW1. Fax 071 823 5623.

PERSONAL EXPERIENCED SECRETARY AGE 25-55

To work for Lady in private home. Must be able to work on own initiative. Knowledge of accounts and good telephone manner essential. 10.00 - 6.30 or later as necessary. References required. Tel: 011-938 6610

PA/SENIOR SECRETARY

Exciting opportunity for articulate, organised secretary at exclusive Knightsbridge travel PR company. Must have sound secretarial background, be computer literate with audio experience and confident telephone manner. Age 25-35. Salary circa £15,000. NO AGENCIES

CV to: ANN SCOTT ASSOCIATES
NUMBER ONE, 60 CHEVAL PLACE,
LONDON SW7 1EN

INCENTIVE TRAVEL COMPANY, W1

Busy and successful incentive travel company requires PA/Secretary to assist the Managing Director. Full secretarial support requiring good skills (100/60). Age 35+ Organisational ability to deal with day to day running of the office, recruitment of junior staff etc. Salary A.A.E. "Non smoking" office. Please apply in writing with C.V. to:

International Vacations, 1 Sherwood Street,
Piccadilly Circus, London W1V 7RA
A Member of the WPP Group
(no agencies please)

PA SEC to £18,000 pa
Progressive W1 organisation
ans. comm. 100% wpm
100% wpm. Excellent
personality. Excellent
Contract reviewed after 6
months.
Call 071-486 5225
Emp. Agt.

PA £13,500 + BEN'S
Asst. Director of London Retail
Co. with day to day running of
Priority Dept. Busy SH. 2 yrs
BSC exp. 100% wpm. Excellent
personality. Excellent
Contract reviewed after 6
months.
Call 071-486 5225
Emp. Agt.

SHORTHAND PA £16,000

CITY STL
Working Wonders
(Rec Cons)
071 938 9080

PA GERMAN PATRIOT

PKG £23,000
JOIN THIS HIGHLY
REPUTABLE
MERCHANT BANK city
based using your fluent
German and good
Secretarial Skills
(shorthand and assets)
Ideal age 25-30

SUPERB PA
£220,000 +
EXC. BEN'S INC
MORT. SUB.
Outstanding position for a
polished well spoken PA
with immaculate CV.

Call
DIANA DUGGAN
ASSOCIATES
071 374 2921
Rec. Cons.

ARE YOU A SHORTHAND SECRETARY?

Who is keen to join a Sales
team near City Airport.
This position offers a
permanent secure role with
excellent perks.
For details please contact
Tina Secretaries
Tel: 071-435 0718
Fax: 071-794 0249

ACCENT? STYLE? SKILL?

if any of these is holding you
back, come and talk to us.
LUCIE CLAYTON
is famous for effective short
courses in Speech
improvement, Grammar,
Keyboarding, WP and
Shorthand.
4 Cornwall Gardens,
Kensington, London SW7 4JL

TYPING TRAINING SOUTH KENSINGTON

4 WEEK DIPLOMA
COURSE
TOUCH TYPE, BUSINESS
LETTERS, SPEED
WRITING, WORDPROCESSING,
AUDIO
STARTS EVERY WEEK
Flexible Hours
Dereham
Tel: 071 823 9991
SOUTH KENSINGTON TUBE

HARLEY STREET

Experienced M&A PA required
for busy full time position.
Salary of patient contact and
responsibility.
Please send CV and short
handwritten covering letter to Dr
Angela Shaw
44 Harley St. London W1N 1AE or
Tel: 071-581 1110



ALLEYN'S SCHOOL, DULWICH

This co-educational independent day school with over 900 pupils in the Senior School and a proposed 210 in the new Junior School wishes to make two Senior Secretarial appointments for April 1992. The School Secretary will be a full-time appointment and the Junior School Secretary term-time only. Minimum requirements 60 wpm typing plus W/P experience.

Full details of this appointment from The Bursar, Alleyn's School, Towney Road, Dulwich SE22 8SU. Please enclose self-closing date for applications: 16th February, 1992.

TEAM PLAYERS

£16,000 + 5 weeks holiday

Join this major West End firm and use your strong organisational skills and initiative. Working for the Insurance Manager you would deal with the car fleet and use Wordperfect 5.1 and Lotus 123 (shorthand useful). Alternatively, with the Tax Manager you would have high level contact and the work is mainly copy with some audio.

Call Lyn Wilkie on:
071 439 7001

SECRETARIES PLUS

The Secretaries' Company

POLITICS & PUBLISHING £15,500

One of the fastest moving political consultancies, with bases in London, Washington and Brussels, needs a clever, quick and hard-working assistant to provide secretarial, publishing and administrative support. 60/90 plus Wordstar & Pagemaker DTP skills and an interest in politics. Age 27 - 40. Dress and lunch allowance plus bonuses.

Send details to Penny Thomas, The Public Policy Unit 59
Rochester Row London SW1P 1JU Fax: 071 824 7217

MAYFAIR

Top Secretary/PA required to join small team in profitable, expanding company. Smart appearance and communication skills, together with W/P, PC experience and shorthand required. Ability to start almost immediately a necessity.

Please send CV to:
The Chairman
London & General Property Ltd
17/18 Dover Street
London W1X 3PS

Lurot Brand THE LONDON NEWS CO

Secretary - Lancaster Gate

A very demanding position for an enthusiastic and competent person with Apple Mac experience in this specialist editing agency. You must be well spoken, tidy, personable and methodical. This is not a job for the faint hearted but the right person will be well rewarded and have a lot of fun in this highly paid team. Call 071-492 1146 and tell Nick Salmons why you are the person we are looking for.

MULTI-LINGUAL OPPORTUNITIES

MERIDIAN FLUENT SPANISH

to £18K + mgt subs + paid O/T, bonus, etc.
Young, outgoing team of American Corporate executives need a bilingual Secretary (24-28). You must be polished & capable as there is lots of client contact.
Call Barbara Stevens.
(Rec Cons)
071 255 1555

ITALIAN Bilingual PA for Business

Italian Bilingual PA for Business. You will be responsible for all secretarial duties in Italian and English. Excellent salary and benefits. Call 071-492 1146 and tell Nick Salmons why you are the person we are looking for.

LINK LANGUAGE APPTS

071-402 2150

FRANKFURT based position for

PA with good understanding of German. Excellent salary and benefits. Call 071-492 1146 and tell Nick Salmons why you are the person we are looking for.

GERMAN Bilingual PA sought for

major firm. Excellent salary and benefits. Call 071-492 1146 and tell Nick Salmons why you are the person we are looking for.

MERIDIAN EXECUTIVE PA

£17,000 + Superb
Banking Package
We are seeking a secretary to work for a busy banking firm. You will be responsible for all secretarial duties in English and German. Excellent salary and benefits. Call 071-492 1146 and tell Nick Salmons why you are the person we are looking for.

MERIDIAN EUROPEAN SECRETARY

£14,000 + Superb
Banking Package
We are seeking a secretary to work for a busy banking firm. You will be responsible for all secretarial duties in English and German. Excellent salary and benefits. Call 071-492 1146 and tell Nick Salmons why you are the person we are looking for.

NON-SECRETARIAL

CAREER CHANGE

We seek a brilliant Secretary who can act as a career change agent. She will be responsible for all secretarial duties in English and German. Excellent salary and benefits. Call 071-492 1146 and tell Nick Salmons why you are the person we are looking for.

Please ring:
CABBAN & GASKELL
071 589 5481

ADMINISTRATION ACCOUNTS ASSISTANT

Must be a PA/Secretary with experience in accounts. Excellent salary and benefits. Call 071-492 1146 and tell Nick Salmons why you are the person we are looking for.

MEMBERSHIP SECRETARY

Required for learned Society. Must be computer literate and have good clerical and admin skills. Age 40ish with relevant membership experience and a friendly disposition. Band SW1. Salary £14,000. Call 071-222 3091. Notes: Shropshire Rec Cons.

PROOF Readers - One for them. One for the other. Must be a PA/Secretary with experience in proof reading. Excellent salary and benefits. Call 071-492 1146 and tell Nick Salmons why you are the person we are looking for.

RECRUITMENT Consultant. You are a PA/Secretary with experience in recruitment. Excellent salary and benefits. Call 071-492 1146 and tell Nick Salmons why you are the person we are looking for.

TEMPTING TIMES

MERIDIAN TEMPORARY SECRETARIES

Our client, a major investment bank, is presently looking for a Senior PA/Secretary with Word for Windows and banking experience. Short and long-term bookings.
Telephone Kim St. John
(Rec Cons)
071 255 1555

LOTUS 123/ WP 5.1 Sec 1 300

£14,000 + mgt subs + paid O/T, bonus, etc.
Young, outgoing team of American Corporate executives need a bilingual Secretary (24-28). You must be polished & capable as there is lots of client contact.
Call Barbara Stevens.
(Rec Cons)
071 255 1555

SUPER SECRETARIES

AUDIO Sec. 25-30 with flexible hours. Excellent salary and benefits. Call 071-492 1146 and tell Nick Salmons why you are the person we are looking for.

CONFIDENTIAL PA £15,000

PA for a major firm. Excellent salary and benefits. Call 071-492 1146 and tell Nick Salmons why you are the person we are looking for.

CONFIDENTIAL PA £15,000

PA for a major firm. Excellent salary and benefits. Call 071-492 1146 and tell Nick Salmons why you are the person we are looking for.

CONFIDENTIAL PA £15,000

PA for a major firm. Excellent salary and benefits. Call 071-492 1146 and tell Nick Salmons why you are the person we are looking for.

CONFIDENTIAL PA £15,000

PA for a major firm. Excellent salary and benefits. Call 071-492 1146 and tell Nick Salmons why you are the person we are looking for.

CONFIDENTIAL PA £15,000

PA for a major firm. Excellent salary and benefits. Call 071-492 1146 and tell Nick Salmons why you are the person we are looking for.

CONFIDENTIAL PA £15,000

PA for a major firm. Excellent salary and benefits. Call 071-492 1146 and tell Nick Salmons why you are the person we are looking for.

CONFIDENTIAL PA £15,000

PA for a major firm. Excellent salary and benefits. Call 071-492 1146 and tell Nick Salmons why you are the person we are looking for.

CONFIDENTIAL PA £15,000

PA for a major firm. Excellent salary and benefits. Call 071-492 1146 and tell Nick Salmons why you are the person we are looking for.

EDUCATION

POSTS



THE COLLEGE OF
ESTATE MANAGEMENT
Incorporated by Royal Charter. Patent: HM The Queen
President: 1991 The Prince of Wales

PRINCIPAL

The College of Estate Management is seeking to appoint a successor to Mr Peter Huntman who intends to retire in 1992.

The College is the leading international body providing education, training and information services to the land and property professions. As a member of the Board of the College, which has ultimate control over all aspects of its work, the Principal has primary responsibility for policy formulation and implementation and for directing the College's academic activities and internal management.

Substantial experience at senior management level in further or higher education, private practice, or other relevant field is essential. The person appointed will also have proven academic ability, an appropriate professional qualification, and the leadership skills to motivate a skilled and dedicated workforce. Awareness of the major issues facing the professions served by the College would be desirable.

Further information may be obtained from the Secretary of the College and applications, which will be treated in strictest confidence, should be submitted no later than February 14, 1992.

THE COLLEGE OF ESTATE MANAGEMENT
WHITEKNIGHTS, READING, BERKSHIRE
ENGLAND RG6 2AW.

TELEPHONE: (0734) 861101



THE ROYAL COLLEGE OF SURGEONS OF ENGLAND

Secretary To The Faculty Of General Dental Practitioners (UK)

£24,000 - £26,000

The College seeks an administrator to assist in the establishment of a new Faculty of General Dental Practitioners (UK). Wide ranging experience of high-level administration, preferably in the dental, educational or similar fields, is essential together with a hands-on approach to the organisation that will be required to ensure this new Faculty is established successfully.

The work will also include committee servicing, forward planning and budgetary control.

Applicants, with proven staff and office management skills, will be graduates with the ability to bring considerable drive and initiative to this new venture.

An information pack containing further details is available from the Personnel Office (071-405 3473 Ext 4084, - answer machine).

Applications, comprising a covering letter outlining suitability for the post and curriculum vitae should be sent to:

Personnel Officer, The Royal College of Surgeons of England, 34 - 43 Lincoln's Inn Fields, London WC2A 3PN

Close date: 12th February, 1992
Quote Ref: 2/92

QUALIFIED FRENCH LANGUAGE TEACHERS NEEDED.

Adult tuition. Central London. Negotiated fees.

Write with C.V. to:
P N Hamp, 37 Holborn House,
Holborn Place, London SW1

FELLOWSHIPS

ST CATHARINE'S COLLEGE, CAMBRIDGE Research Fellowships

The Governing Body of St Catharine's College invites applications from men and women for election to up to three Research Fellowships. There will be no restriction as to subject, from 1 October 1992 for three years. Candidates must be graduates of a University and under thirty years of age on 1 October 1992. The closing date for applications is 1 March 1992.

Further particulars are available from the Secretary for the Research Fellowship Competition, St Catharine's College, Cambridge CB2 1RL (Telephone: 0223 - 333497).

COURSES

The AMERICAN COLLEGE

Leysin, Switzerland
of
Schiller International University
Fully accredited by ACICS Washington DC, USA

University degree
(B.A., B.S., A.A.) in:
International Business
Administration
Economics
International Political Studies
Modern European Languages
International Studies
General Studies

Intensive English and French
Courses - beginners to advanced
11 acre campus with
excellent residential facilities

Contact:
The American College, Leysin
Admissions office,
Dept. 01/02
CH-1854 Leysin, B.
Tel: (026) 34 22 28
Telex: 453 227 AMCO
Fax: (026) 341 346

ALUMNI NO REPLY
SHOULD BE SENT TO:
RICK NA
88790, DEPT
P.O. BOX 484
VIRGINIA STREET
WAPPING
LONDON
E1 9DD

Continued on page 6

THE PHARMACEUTICAL INDUSTRY

Just what the doctor ordered

Employing 87,000 people, the industry is the third highest contributor to the balance of payments, and is one of the most efficient in Britain, Pat Blair reports

Unquestionably, Britain is dependent upon drugs. As a contributor to our balance of payments, the pharmaceutical industry is among the top three, hard on the heels of the petroleum companies: in 1990, medicinal and pharmaceutical products contributed £1,000 million to the nation's wealth, compared to the oil industry's £1,223 million; these were surpassed only by power generating machinery, with a trade surplus of £1,733 million.

The industry's success stems from a number of factors, but also stands as a tribute to the quality of British scientific research in biotechnology and pharmaceuticals. Of the 87,800 people employed in the industry, 18,390 — or 21 per cent — work in research and development (R & D).

Britain's leading research role is borne out by figures from the Association of British Pharmaceutical Industry (ABPI): in the 20 years to 1990, 413 innovations — known as new chemical entities (NCEs) — were introduced to the UK market by 93 national and international companies. Of these, 71 NCEs were discovered and marketed by British companies.

The seeds of success were sown more than 40 years ago, says Professor George Teeling-Smith, director of the Office of Health Economics, an organisation set up by the industry as an independent think-tank.

"We attracted American investment in the 1940s and 1950s," he says. "It brought in their very efficient management techniques and approach to pharmaceutical innovation and marketing."

"Instead of remaining a rather sleepy industry — which the French and Ger-

mans have tended to be — Britain, from the 1950s onwards, quickly learned from the Americans the positive, forward-thinking methods that proved very useful."

For more than 30 years, Professor Teeling-Smith maintains, it has been by far the best-organised and managed sector — and highly efficient, "in sharp contrast to most other British industries. I'm sorry to say."

Britain has also streamlined its resources. "The Germans and French have literally hundreds of small laboratories still trying to discover new medicines. We've concentrated our research into a small number of groups." That concentration, Professor Teeling-Smith says,

The seeds of success were sown more than 40 years ago

has led to Britain's achievements in life-saving, world-beating products.

"British-owned companies have been successful because they have been internationally competitive," says Peter Lumley of the ABPI. "Eighty to 90 per cent of their revenues comes from overseas."

"They've had good R & D and have been able to keep in the forefront of innovation; because of that, their products have been internationally competitive."

The period between discovery and a return on investment is, however, lengthy. "We are always talking about long timescales, particularly when you are looking at a change in the way you actual-

ly treat a certain disease," says Isobel Hoseason of ICI. "Nolvadex, our breast-cancer drug, was a prime example; it was a totally new class of drug. It's been on the market for 20 years and we're still talking about it."

While drug companies look far into the future, governments faced by spiralling drugs bills are understandably keen to hold down current prices and the burden on public expenditure. Several things militate against them. First, development costs have soared. The industry estimates that while discovery of a major innovative medicine cost about £50 million in 1985, by 1990 that had escalated to £120 million, due to site costs, salaries and the range and duplication of studies to meet international licensing requirements.

Second, even if the cost of individual medicines remained stable, the overall bill would still rise because older people on average use more medicines than younger people, and the elderly population is rising.

In Britain, the government has sought to contain costs by limiting the list of medicines available on NHS prescription. It now also requires NHS doctors to prescribe by generic or non-branded name so the cheapest available version of the medicine is dispensed. Some countries have introduced indicative prescribing, which spells out for doctors a drug-cost limit for treating an ailment — they have to justify any breach of those limits.

Since 1957 Britain has operated the Pharmaceutical Price Regulation Scheme, a sophisticated system for regulating drug company profits. Amended in 1969, it takes account of research costs and of the risks involved. Professor Teeling-Smith says: "On the whole, it has shown a



Tried and tested: 80 to 90 per cent of pharmaceutical revenues comes from abroad

good understanding of the economics of the industry."

Looking to the future, Stewart Siddall, who in April takes over as ABPI president, sees more streamlining ahead. "It makes sense to spread the cost by merging R & D programmes, and the best way to do that is merge companies."

A second reason is the fragmented nature of the industry internationally. "The largest company in the world, the American Merck Sharp and Dohme, only has about 4 per cent of world sales, a small proportion com-

pared with industries such as automobiles or oil. This is all driving the industry to greater consolidation."

British-based companies, already big players in the world market, are in a strong position to move into such a league. A key factor is investment, and there is competition to attract it. "Action taken now will not show its effects until ten or 15 years hence," Mr Lumley says. "If you take too stringent a measure to control health-care costs at the moment, that in turn restricts the amount of money and incentive for com-

panies to go on investing for the future."

Japan is turning its attention to pharmaceuticals. "We would like to see the government encourage inward investment by the Japanese," Mr Lumley says. "It is inevitable that they want to move into Europe, to broaden their base. If we can attract the European investment, that must be to the advantage of the British economy and the taxpayer, because they will provide jobs and generate exports to the rest of Europe and the international marketplace."

Paying for health care

Michael F Drummond discusses the real cost of providing treatment

The potential demand for healthcare is limitless. This is a simple truth which is accepted by all sides in the great political debate about the UK's National Health Service. Regardless of how much funding is on offer, society has an insatiable desire to be treated.

This fact, coupled with the tighter financial scrutiny which now prevails throughout the world's major health-care systems, has led health planners into a new and highly sensitive field. Medicines in particular, and health resources in general, are now increasingly subjected to comparative economic evaluation.

For example, will there be an overall increase in the level of health in the community if resources are switched away from one drug to another? Or away from drug treatment to surgery? Or away from treating a particular therapeutic area to the building of a new geriatric ward?

To earn its licence, a new drug must prove its safety, efficacy and effectiveness. But increasingly the pharmaceutical industry is also providing economic analysis to justify the sometimes daunting prices it attaches to groundbreaking new therapies. Indeed, such evidence is mandatory under Australia's licensing rules, and a requirement of some European countries' drug pricing structures.

The industry argues that its prices reflect development costs, and a level of profit sufficient to stimulate further research. But from the point of view of the NHS manager — and thus the British taxpayer — are drugs cost-effective?

Inevitably, the answer depends on who you ask. In the treatment of high cholesterol, or hypertension, a long-term

drug course may appear expensive to the GP who prescribes it, but can lead to savings in secondary care by preventing heart attacks and strokes. Indeed, to the NHS a stroke is on average one of the most expensive events to treat.

Similarly, a 1981 study into the treatment of ulcers, by leading health economists AJ Culyer and AK Maynard, compared the cost-effectiveness of prescribing the drug cimetidine with that of surgery. As a result, surgery is now employed only in very complicated cases, or where resistance to the drug is encountered.

Such analysis can, however, entail emotive ethical decisions about the value of human life. But in general health economists only use monetary terms to evaluate costs, such as doctors' time, diagnostic tests and drugs, and employ a range of other methodologies to measure effect, such as improved mortality, reduced pain and less time spent in hospital.

It is not, therefore, life *per se* that is being assessed, but changes in survival probabilities or changes in the use of NHS resources.

Even the simplest aspects of health-care, such as methods of providing oxygen in operating theatres, are increasingly subjected to rigorous economic analysis. The aim is to achieve the maximum amount of benefit from a given budget.

It may not be easy to answer whether or not drugs are cost effective, as health-care resources are subject to more and more scrutiny it is essential.

●The author is Professor of Economics, at the Centre for Health Economics, University of York

A FORCE TO BE RECKONED WITH IN BRITISH PHARMACEUTICALS

1891 was an exceptionally good year.

Because it was then that we opened our doors to Britain.

We're now entering our second century with the same drive and commitment to innovation as we had then.

And the prognosis is just as good as it was 100 years ago.

Just ask any Doctor.

100

years LOOKING AFTER BRITAIN'S HEALTH

PARKE-DAVIS RESEARCH LABORATORIES

Further information is available in *Parke-Davis Research Laboratories*, Lambert Court, Chestnut Avenue, Epsleigh, Hampshire SO5 5ZQ. Telephone: 0703 612300

Few researchers believe that an Aids vaccine will be ready before the end of the century, Thomson Prentice says

Novel designs and strategies

At least ten million people worldwide are believed by experts to be infected with HIV, the virus that causes Aids, and the World Health Organisation expects the number to quadruple within the next eight years.

The spread of HIV is seen as one of the biggest threats to global health of this century and probably the next.

The response from the pharmaceutical field is led by zidovudine, formerly known as AZT, and marketed as Retrovir by Wellcome, its British-based manufacturer. While other products are on the way from rival companies, zidovudine remains the only licensed drug in Britain, and most other countries, for the treatment of HIV and Aids.

The drug began life as a compound isolated in 1964 as a potential anti-cancer agent, and for the next 20 years received little attention. Then, in 1984, the human immunodeficiency virus was identified as the causative agent in Aids.

That finding prompted Burroughs Wellcome, the American subsidiary of the Wellcome Foundation Ltd, to begin screening a range of its compounds for one that might be effective against the virus — and they came up trumps with zidovudine.

The first clinical trials with Aids patients began in the United States in 1985. Since then, the drug has been used in about 130 such trials, involving more than 20,000 patients. It is now used in more than 70 countries and is by far the most extensively studied medication for use against HIV infection, in both adults and children, and as a single agent and in combination with other therapies.

The drug slows the progression to Aids by about two-thirds in patients with early stages of HIV-related illness, and prolongs the lives of those with Aids. It also reduces the frequency and severity of the opportunistic infections that strike HIV-infected patients.

So far, so good. But



Encouraged by trials: Professor Paul Griffiths thinks that a cocktail of drugs for Aids could make the disease manageable within a few years

zidovudine is far from the perfect answer to Aids. It neither prevents nor cures the fatal disease. It can have severe side-effects, the most serious of which is bone marrow suppression leading to anaemia. As a result, some patients need blood transfusions and others need to have the treatment withdrawn, or the dose reduced.

The drug is also expensive, and its high price means that, globally, it is far beyond the reach of the great majority of HIV carriers and Aids sufferers. Ironically, in the view of some researchers, zidovudine may contribute to the spread of HIV by keeping carriers healthier, and thus potentially capable of infecting others, for longer periods of time.

The best hope in the near future may lie with combination therapy, in which "cocktails" of drugs, including zidovudine, will be used to combat the wide range of HIV illnesses while attacking the lethal complexity of the virus itself. The rationale is to increase activity against the virus and avoid greater toxicity and drug resistance.

Clinical trials are already under way with combinations of zidovudine and the anti-herpes drug acyclovir, the anti-cancer agent interferon and the American-developed anti-viral, DDC and DDL.

According to Paul Griffiths, professor of virology at the Royal Free Hospital, Hampstead, London, such cocktails could make Aids a

medically controllable disease, as manageable as diabetes, within the next few years. That view is regarded as over-optimistic by some of his peers, but Professor Griffiths has been encouraged by the results of trials using zidovudine and acyclovir.

The latter drug, also made by Wellcome, appears to act against cytomegalovirus, or CMV, a member of the herpes family, and a common opportunistic infection in HIV cases. The findings are, however, unclear.

"If we can find the right cocktail, of perhaps three or four drugs, Aids, like diabetes, can be brought under control. We believe CMV is

one co-factor in the development of HIV disease and there may be others," he says.

Caroline Akhurst, co-editor of *Aids Newsletter*, produced by the Bureau of Hygiene and Tropical Diseases, London, says: "Combination therapy has been an attractive proposition for some time now. Major advances have been made but we need novel designs and strategies and international collaboration to make the best use of our resources."

The struggle to overcome the symptoms of HIV will be long and laborious. Beyond drug treatments, a vaccine remains the greatest challenge.

But few researchers believe that one will be ready before the end of the century.

Before then there will be enormous problems in testing it on human volunteers, to ensure its safety and efficacy. Those studies alone will span several, perhaps many years.

The scientific hurdles will be matched by ethical and practical ones. Who should get the vaccine first — the millions of Africans who presently are most at risk, but least able to afford it, the smaller but growing numbers in southern Asia, or their relatively rich counterparts in America and Europe?

Yet such issues are, for the moment, irrelevant, both to those with HIV and to the international network of researchers whose more immediate target is to find better treatments.



Virginia Bottomley: ensuring good value for money

Keeping count of the costs

Virginia Bottomley is looking to protect the public and taxpayers

BRITISH science has a remarkable track record in discovering and developing the products that matter in health-care. Three of the top six best-selling medicines worldwide were researched in the UK.

As a result, pharmaceuticals have taken the lead in the export drive over the past decade with a balance of trade surplus in 1990 of £1.1 billion.

The pharmaceutical industry is continuing to build on this unrivalled record of achievements over recent years with the help of the government, which is keen to see the industry thrive.

But we must also look at the pharmaceutical market from the point of view of the taxpayers, and the users of medicines. Their interest is in the highest quality drugs which are effective and which give value for money.

The government's aims are:

- To ensure that patients continue to receive the safe and effective medicines they need at an acceptable cost to the taxpayer.

- To provide an open and competitive market.

- To recognise the position of the pharmaceutical industry, in particular, by continuing to support research.

We have adopted a range of policies which produce a coherent overall system, including profit control, sup-

port for research, swift but safe licensing, and the Indicative Prescribing Scheme and the Selected List, which promote rational prescribing. Britain controls the price of branded medicines through the Pharmaceutical Price Regulation Scheme (PPRS). It is a voluntary scheme, agreed with the industry. The current agreement runs to October this year. We take a pragmatic approach to future controls, but we wish to look not just at the PPRS, but also the experience of the Indicative Prescribing Scheme, and proposals from the European Community.

ON PATENT protection, we believe the agreement reached in Europe in December 1991 offers both sides a reasonable outcome and has gone a long way to resolving the differences between industry and government.

The government will still exert controls on pricing, but the industry has a role to play in influencing how they operate, for the Association of British Pharmaceutical Industry is directly concerned with negotiating the PPRS with the government.

We want to move forward in partnership with the industry. Our policies and initiatives make it clear that the government is willing to play its part in achieving that aim.

The author is the health minister.

Patents bring in the rewards

He who holds the patent, holds the key to success in pharmaceuticals. It is the patent, not the manufacture, that brings the financial rewards. Here Britain is up with the world leaders, beside the Americans, Swiss and Germans.

Drug patents, however, are not clear-cut (*Pat Blair writes*). They are taken out at various stages of formulation, as well as different presentations of the compound — as an injection, tablet or a slow-release form, for example. They are also taken out in different countries — and patent periods are by no means uniform. European Community countries have just agreed a new 15-year period of patent protection.

Between them, three main centres hold patents on the world's top 50 products: the United States, 29.8 per cent; Japan, 12.8 per cent; and Europe. But of the European countries, Britain holds patents on 27.6 per cent of the top 50, while the rest of Europe has 29.8 per cent.

Complex and expensive court battles over rights are not uncommon

The world's top ten drugs, according to Britain's pharmaceutical giant Glaxo, are Zantac, used for peptic ulcers; Renitec (blood pressure); the anti-arthritis drug Voltaren (known as Voltalein in Britain); Capoten (blood pressure); Adalat (angina); Tagamet (peptic ulcers); Mevacor (cholesterol); Tenormin (blood pressure); Naprosyn (arthritis) and Cardizem (angina).

British companies hold the patents on three of these. Leading the field is Zantac, developed by Glaxo and introduced in the UK in 1981 and the US in 1983. Since its launch, Zantac has captured 40 per cent of the ulcer drug market and has world sales of £1.6 billion annually. Its patents run until 2001.

Tenormin is the leader of ICI Pharmaceuticals' stable. It was launched in the UK in 1976, and in the US five

years later. The British patent has since run out, while the patent in the US for hypertension lasts to January next year. After that, according to Isobel Hoeson, of ICI, "we have some residual patent protection: Spain, Yugoslavia, Nigeria, New Zealand."

In 1990, Tenormin's sales value was £650 million. The ulcer drug Tagamet — its generic, or non-branded name is cimetidine — was introduced in the UK in 1976. By last June, Tagamet held 16.8 per cent of the UK market value in its class, the H2 antagonists, and 23.2 per cent of the US market value. The first UK patent expires in March. Patents have expired in Germany, although will not lapse in the UK until 1994.

The jewel in the crown of the German company Bayer is Adalat — the chemical compound nifedipine — launched in Germany in 1975, and in the UK in 1978. The chemical patent expired in 1986, but its slow-release presentation, Adalat-Release, still have some time to run. World sales are around £950 million, £80 million in the UK.

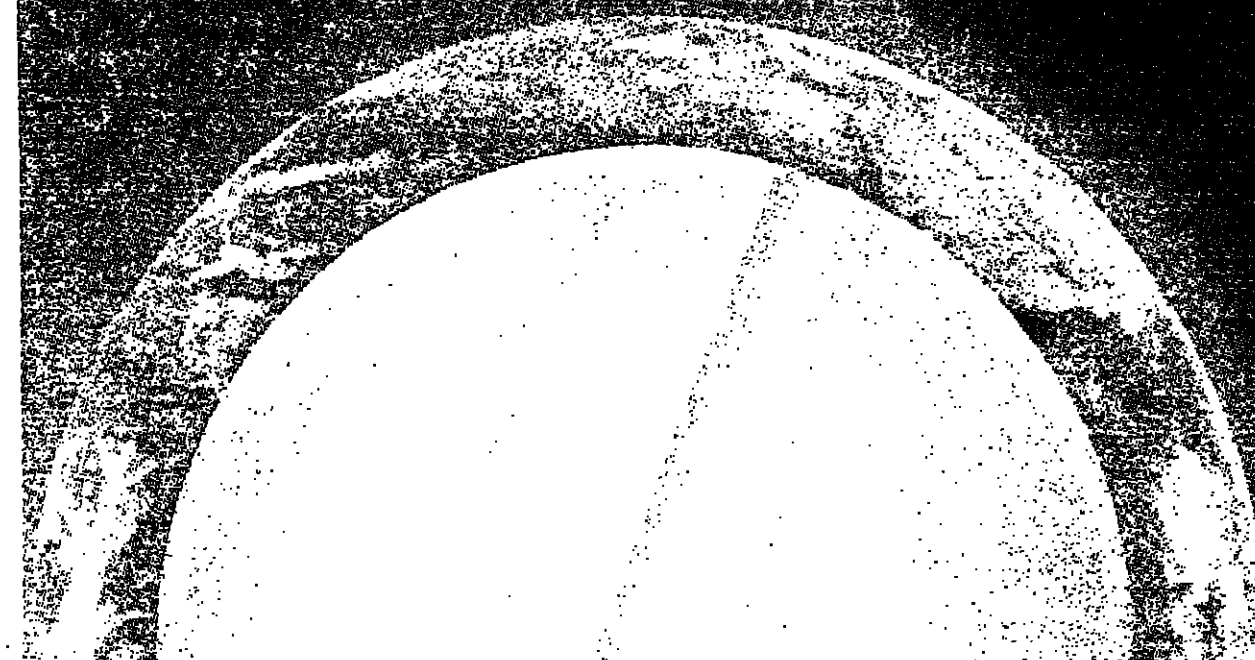
Annual worldwide sales of the Swiss company Ciba-Geigy's Voltaren were SwFr 1 billion in 1990. Launched in Europe in 1974 and in the UK in 1979, the patent expired in 1986 but its cash-market share in any formulation stands at 25 per cent.

"Patent protection is one area that the industry must have, because you can spend fortunes on product development with no guarantee of success," Stewart Siddall, the president-elect of the Association of British Pharmaceutical Industry, says. "If you do come up with something clearly, it is essential that you have a reasonable period in which to market the product and get back the return not only on that but also on the research and development of products that did not make it."

In the fullness of time
will most of the world's diseases be eradicated?

Bristol-Myers Squibb, one of the world's largest research-based pharmaceutical companies, is committed to the discovery of solutions for these problems.

Our aim is to eclipse disease for the world's people.



 Bristol-Myers Squibb Pharmaceuticals

Bringing science to life

Amersham International

Most people know our name.

Only specialists are familiar with our products.

But everyone will know of someone who has had a blood test or a scan or medical treatment which depends on Amersham products.

They play an unseen part in preserving life and enhancing its quality for millions of people throughout the world. In research our products are helping to push back the frontiers of knowledge in

hereditary disorders and diseases like cancer and advancing man's understanding of the fundamental processes of life... Our products helped crack the genetic code locked into DNA. Amersham also has a surprising influence on the quality and safety of industrial processes used for the manufacture of everyday consumer products. Although we are working at the forefront of health and technology, our efforts are directed to one end: finding scientific solutions to every day problems.



Amersham

Amersham International plc
Amersham Place Little Chalfont
Buckinghamshire England HP7 9NA
Telephone 0494 544000
Fax 0494 543986

Immense patience pays off

Pearce Wright reports on a compound which reinforces the patient's immunity to infection

A great achievement in biomedical research is to see a basic test-tube discovery translated into a life-saving drug or treatment. After the initial ingenuity, immense patience is needed.

At best, the next stage of development and testing of a potential drug takes 11 to 12 years before the Medicines Control Agency in Britain, or the Food and Drug Administration in the United States will approve its use.

Against that background, Amgen, one of the young biotechnology companies specialising in genetic engineering, has pulled off a remarkable coup. It has taken a major drug from the laboratory bench to the bedside in five-and-a-half years.

The achievement earned the scientists the UK Prix Gallien recently. This is a significant accolade, the European biomedical industry's "oscar" for innovation. The prize recognised the enormous leap in biotechnology, for producing a new family of pharmacologically valuable molecules.

In particular, the trophy marked the use of the technique in developing a radical new drug, Neupogen. When injected, the new compound reinforces a patient's immunity to infection and enhances the treatment of leukaemia and other cancers, by chemotherapy.

Although anti-cancer drugs are an increasingly vital weapon in the fight against disease, the agents used in chemotherapy can attack fast-growing healthy blood cells as well as their malignant targets. The new drug overcomes the problem.

The discovery marks a new generation of medicines because it is the result of genetic engineering techniques, which depend on cell cloning and gene splicing. Instead of the conventional way of synthesising potentially useful molecules in the test-tube by mingling together various chemicals, the biotechnologists are manipulating "biologicals", or extracts obtained from serum, and the cells of animals and microbes.

Amgen was formed in

1980, and is an American company based at Thousand Oaks, in California, with international offshoots, including a branch in Britain on the Cambridge Science Park.

But the story behind Neupogen began 30 years ago with studies by an Australian, Dr Donald Metcalf, at the distinguished Walter and Eliza Hall Institute of Medical Research, Melbourne, an internationally prominent research centre in cellular and molecular immunology and cancer.

He recognised the cause of one of the most frequent troubles encountered by scientists in laboratory studies, which involved growing colonies of blood cells in a test-tube. Dr Metcalf realised a special biochemical factor stimulated the reproduction of blood cells in the body, and demonstrated that it must be present in the serum, when growing cells in a culture dish on the laboratory bench.

The mystery substance was given the name colony stimulating factor, CSF.

Subsequent research by the Melbourne team showed how it was implicated in precipitating a complex chain of reactions.

However, the body only produces tiny amounts and it was another 15 years before CSF molecules were identified, purified and analysed.

Then the researchers characterised this biochemically powerful molecule as a glycoprotein hormone. Recent research has even established that a gene on chromosome 17 is responsible for the creation of the stimulating factor.

The advance that is opening the way for scores of comparable human biological agents to be produced in large quantities, is the development of recombinant DNA technology, or genetic engineering. Amgen's scientists devised a method of inserting DNA into cell cultures, which then produce CSF when grown in vats.

Elaborate procedures are employed to obtain pure extracts in medically useful quantities. But when formulated into an injectable drug



Clean room conditions: the product is dispensed into vials using a filling machine

in the form of Neupogen and given to a patient, the agent reinforces the body's defences.

In fact, the active ingredient of the new drug is granulocyte colony stimulating factor, G-CSF. It works by stimulating a feeble immune system to generate white blood cells specifically. The white cells are essential to fight infections, but are depleted after treatment with chemotherapy for bone marrow cancer and other tumours.

Normally, bone marrow is responsible for producing a thousand billion white blood cells a day. Without an adequate level of white blood cells, cancer sufferers frequently endure the side effects of chemotherapy. The most potent cytotoxic agents used to kill malignant cells also prevent bone marrow from making fresh white blood cells, as well as attacking those circulating in the blood. Consequently, patients may be deprived of their first line

of defence and left prey to general infections. A course of treatment with G-CSF costs £500. But by preventing infection, chemotherapy patients can be discharged from hospital 10-15 days earlier than without the medication.

In 1985 scientists at Amgen isolated the gene responsible for the human G-CSF which activates the production of white blood cells. The gene was inserted into cells of the bacterium *E. coli*, to create a master "seed" lot kept in a deep freeze.

Batches of seed cells are inoculated into flasks of culture medium in which they are initially grown. The next phase is large scale production in big fermentation tanks, at which stage the cells produce G-CSF.

After fermentation, the culture medium and cells containing G-CSF are concentrated, filtered and centrifuged. When the cells containing the G-CSF pro-

tein are separated from the mixture, recovery of the product involves breaking the cells open by heating to extract the protein from the cell debris. Final purification occurs by passing the material through a sequential chromatography column to remove any remaining contaminants.

The G-CSF product then provides the key ingredient in formulating a medicine. After laboratory tests, Amgen began clinical trials in 1986. By the end of 1990 more than 1,000 patients had received treatment in 40 clinical trials at 150 centres.

Neupogen took only five years from cloning of the G-CSF gene by Amgen to becoming available for prescription on the NHS. At a meeting of health service managers, Virginia Bottomley, the health minister, said the NHS was ready to pay for medicines like Neupogen which, though expensive, prove cost-effective. A 14-day treatment begins within a day of the start of chemotherapy.

Endless search for magic new potions

For drug companies who spend millions trying to develop miracle cures the rewards can be massive

A miracle drug is any drug that will do what the label says it will do, Eric Hodgins, the late American columnist, once quipped. One wonders what he would make of headline-grabbing reports on the possibilities of new drugs, without labels, from biotechnology and the prospects for gene therapy.

No doubt he would be comforted to know that the frontline medicines available to doctors are the result of tried and tested classical chemistry.

Of the top 50 drugs in the world, 48 are of synthetic origin. Three of the five top prescribed medicines in the world were discovered and developed in British laboratories.

The global market of medicine is estimated at £60-70 billion a year, with 80 per cent of the trade in the industrial countries, including the former Soviet bloc.

The leading drugs include 14 for heart disease, 13 antibiotics, four anti-ulcer compounds, three painkillers and tranquilisers, three for rheumatism and arthritis, and three for asthma and chest diseases.

On the other hand, there are limited or no effective drug therapies for cancer, viral infections, Alzheimer's-type senility or Parkinson's, osteoporosis, atherosclerosis or the vast range of inherited disorders. Drug developers cannot make breakthroughs to order.

Indeed, little more than a decade ago the process of discovery was a distinctly hit and miss affair. Even today, in a typical year the research laboratory of a major pharmaceutical company will, by laborious screening, synthesise 2,000 to 3,000 new chemical entities in the hope of finding one with useful medicinal properties.

Only a handful of the thousands of original entities fabricated go on to further testing, with about one in 10,000 eventually reaching the market as a proprietary drug.

Estimates for the Association of the British Pharmaceutical Industry suggest that the cost of unearthing a major innovative medicine escalated from £50 million in 1985 to £125 million in 1990.

A sizeable effort also goes into finding improved copies of known molecules, but with enough of a variation to pass the patent test of representing a genuine inventive step over its competitor.

Nonetheless, more rational

and hence less wasteful approaches to drug design have been devised by eminent researchers such as Sir James Black and Sir John Vane. They investigate the underlying biochemical disorder of a

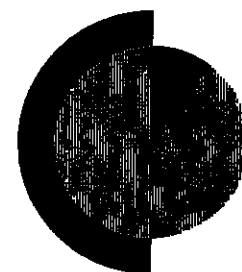
for a particular infection and safety; and, third, packaging the molecule in a practical form of capsule or elixir. Progress in rational drug design hinges on advances in molecular biochemistry and molecular biology for unravelling the underlying mechanisms of given disease.

Even brief accounts of the industry's success are compelled to mention ranitidine for treating peptic ulcers. It is the amazingly efficacious ingredient of Zantac, the drug famed among other things for its entry in the Guinness Book of Records as the world's most widely prescribed pharmaceutical.

Zantac played a key part in the recent fortunes of Glaxo, the best performer of any British company in the past 12 months.

Yet only 25 years ago relief, such as it was, depended on attacking the symptoms with the blandest diet, over-the-counter antacid potions, sedatives and eventually surgery.

PEARCE WRIGHT



CHEMSPEC EUROPE '92

An exhibition highlighting Developments & Future Trends in Organic Intermediates, Speciality, Performance & Fine Chemicals.

CHEMSPEC EUROPE 92 will provide a unique opportunity for chemical manufacturers and users from the pharmaceutical and related industries to discuss new chemical products and technologies with industry specialists.

An accompanying symposium will look at speciality chemical innovation in the fields of healthcare, leisure and communications.

Venue: G-Mex, Manchester, England
Exhibition: 1st and 2nd April 1992
Symposium: 31st March and 1st April 1992

For further details contact:
FMJ International Publications Ltd
on (0) 737 768611.

LOOKING BEYOND THE CONFINES OF CURRENT KNOWLEDGE



At Pfizer, we never forget that science rewards the creative imagination. Which is why we encourage people to look beyond the obvious solution, to challenge conventional ideas, and to extend the boundaries of existing knowledge. The result is a successful research environment. One that promotes



the cross-fertilisation of ideas. That allows our scientists to make full use of their knowledge and skills. And that recognises, rewards and develops individual talent.

To add to your knowledge about Pfizer, contact: The Public Affairs Department, Pfizer, Sandwich, Kent CT13 9NJ.

BRINGING SCIENCE TO LIFE

The Reverend Edward Stone's interest in willow bark started clinical pharmacology, Pearce Wright reports

Looking for a remedy

Over the past two or three years an array of reports has appeared on the idea that an aspirin a day keeps heart failure away. Large studies have suggested this remedy can confer some protection on a significant number of people at risk of heart disease and stroke.

If aspirin were the latest production of research, its possibilities would send a drug company's stock soaring. Aspirin can apparently be traced back to Hippocrates and also to the north American Indians, who took extract of willow bark for relief of the fever and pain of ague. However, it was the Reverend Edward Stone, of Chipping Norton, Oxfordshire, who brought more scientific minds to bear on the subject in 1763.

He submitted a brief letter to the Royal Society asking that extract of willow bark "may have a full and fair trial in all its variety of circumstances and situations, and that the world may reap the benefits accruing from it".

Even though the active ingredients in willow bark, the salicylates, were not synthesised for years, the formal studies into their usefulness prompted by the Rev Stone have a claim to be the start of clinical pharmacology.

In 1899 the most important derivative, acetylsalicylic acid, better known as aspirin, became available. In the 1960s, aspirin was the most widely used pharmaceutical product in the world, with an annual production in the United States alone of 15,000 tons. The sheer scale of its use partly accounts for the panic when it was found that excess doses could cause internal bleeding, kidney damage and could even somehow be responsible for Reye's syndrome, an unusual but life-threatening illness in infants.

The aspirin has since regained its respectability. But only after an expert in modern molecular biochemistry, and a recent Nobel Prize winner for medicine, Sir John Vane, then at the Wellcome Trust, discovered how aspirin



Fair trial: the toxic suite of the chemical development pilot plant. This is where the full-scale manufacturing process is designed and perfected

and many important non-steroidal anti-inflammatory drugs work. They block the production of a group of chemicals called prostaglandins, which are a current area of biomedical research.

The removal of aspirin, in 1988, from the World Health Organisation's list of essential drugs may be a disservice provoked by the drug's earlier bad press.

On the other hand, there are scores of other compounds vying to fill the slot. And the number is about to grow rapidly. As a result of the swift expansion of genetic research, biomedical scientists are on the verge of an unparalleled development of a generation of techniques and products for diagnosis and therapy.

Genetic diseases, such as cystic fibrosis, appear to be on the verge of solution. The first moves have been taken in the US in correcting gene disorders by transferring the missing gene from human healthy donor tissue to a recipient. The first trial was treatment of a rare fatal blood disorder.

In Britain, the government has sanctioned trials to replace defective genes in somatic cells. The initial experiments will probably involve extracting bone marrow from a patient and replacing it when the missing gene has been restored.

As the latest review of genetics research shows in the Medical Research Council's journal, *MRC News*, in less than ten years the genes responsible for almost all of the most common inherited disease have been identified: Duchenne muscular dystrophy, cystic fibrosis, haemophilia A and B, neurofibromatosis, Huntington's disease, familial polyposis of the colon, infantile spinal muscular atrophy and others. More important, many have been isolated and cloned, making them potential candidates for gene therapy.

Only a handful of biotechnology substances created by genetic engineering have reached the consulting room. They include human growth hormone, genetically engineered insulin, tissue plas-



Sir John Vane

minogen activator, clot-buster, TPA, and erythropoietin for stimulating red blood cells.

But these substances are based on large and complicated polypeptides or protein molecules. In comparison, the established drug companies concentrate on mass market products for treating common illnesses by small synthetic molecules that can be swallowed.

Clinical trials are in progress on 50 novel thera-

peutic agents produced by biotechnology. The largest single group is based on reproducing monoclonal antibodies, Mabs, in cell cultures which have the unique ability of homing in on a particular tissue, organ, microbe or molecule in the blood. Hence, they can be used as the carriers of a cytotoxic, cell killing compound, in devising the "magic bullet" type drug.

Since the immune system of a human being can, if required, make any one of ten million different antibodies, tapping this vast resource for biotechnology purposes has scarcely begun. The cloned antibodies in therapeutic use are aimed at treating various types of cancer, sepsis and septic shock.

Pioneering work at the Medical Research Council's Laboratory of Molecular Biology, Cambridge, unlocked the first door in discovering how to produce specific Mabs. Research at the laboratory in the past year has found even simpler methods to start a new generation of

Mab agents more appropriate for clinical use.

In addition to Mab products, more than 400 clinical diagnostic devices based on biotechnology are in routine use. They include tests for pregnancy, salmonella, hepatitis, legionella, ulcers, rheumatoid factors, Aids and genetic fingerprinting.

Millions of pounds have been poured into biotechnology. The high-flyers are mainly in the US, with 40 companies valued at more than \$100 million. But Britain has a handful of promising players, with British Biotechnology, in Oxford, and Celltech, in Slough, doing well. They are working on illnesses such as ovarian and breast cancer, Aids, arthritis and other inflammatory disorders. Pfizer's central research division at Sandwich, Kent, is the group's largest research establishment outside the US and is one of the biggest in the UK.

There is great optimism among the biotechnology pioneers, but as an industry it has yet to come of age.

All the way from Detroit

Parke-Davis celebrates a hundred years of business in Britain

THE Parke-Davis research unit at Cambridge is a long way from the brash Detroit of the 1890s, where Mr Parke and Mr Davis planned a business invasion of Victorian Britain. It is a long way, too, from Hervey C Parke, pharmacist, and George S Davis, salesman, with their plant extracts of uncertain reliability - which worked after a fashion although no one was sure how or why - to today's scientific teams and biologically engineered designer molecules.

But there is a link. When Parke and Davis took an alkaloid from *Bloodroot* - *Sanguinaria canadensis*, a flower of the American forest - and sold it in bottles as Sanguinarin, an emetic and expectorant, they had already realised the problem with botanic medicines: like the plants from which they were made, such medicines varied in strength and effectiveness from season to season, batch to batch.

Doctors in the 1890s were beginning to demand quality, and go-ahead pharmaceutical companies had to use scientific methods and laboratory testing. Parke and Davis began to develop chemical tests to standardise their products by 1879.

By the time their company was 25 years old, a century ago, they had brought their know-how to Britain, the first United States invasion of the British drug industry. Parke-Davis, the longest established among the many American pharmaceutical companies here, has its headquarters at Eastleigh, Hampshire, a factory in Pontypool, Gwent, and that laboratory in Cambridge. Four-fifths of its British production is exported.

Alan Walker, its chief executive and regional president in Britain, is proud of the Cambridge connection. "It is a very impressive research unit, and we are doubling the size of it, doubling the number of people in it, investing almost another £10 million in it. It has close links with Addenbrooke's Hospital and

with the university; we take students from the university to do their PhDs and we share the technology with the university."

These days, Parke-Davis is part of a bigger amalgamation of American and other companies, Warner-Lambert, which cover most things in a chemist from mouthwash and toothpaste to chewing gum, cough-mixture and razor blades.

There are two sides to research into medicines, Mr Walker says, drug discovery - or, increasingly, drug invention - and clinical research. Parke-Davis's drug discovery is mainly concentrated in their original home of Michigan, although it takes place in Germany and in Britain, too. Clinical research is a big part of their British role.

"ONE reason why Americans invest so much in the United Kingdom is the quality of research here," Mr Walker says.

Any new successful medicine will have years of clinical research behind it. Mr Walker quotes a five-year trial in England involving 6,000 men and the controversial question of reducing heart attacks by balancing lipids in the blood: "good cholesterol" against "bad cholesterol".

"We took part; our drug showed dramatic reductions in heart attacks. The study had to stop because the conditions of a trial meant there were, necessarily, too many people not getting the product."

Parke-Davis's work on Alzheimer's disease has been going on even longer than that five-year study. "We have been researching the disease for two decades, and have made a breakthrough with what we hope will be the first effective drug to be marketed, Cognex. It is not perfect, not a cure, but if we can put it on the market it will help people who, at the moment, have no real help, no hope of any therapy."

BILL CATER

World Leaders In Biotechnology

Working Today For A Healthier Tomorrow

Amgen Ltd

321 Cambridge Science Park, Milton Road, Cambridge, CB4 4WG
Tel: 0223 420305 Fax: 0223 420349

According to 'The Sunday Times' the British Pharmaceutical Industry is:

'One of the few industries in which Britain is a genuine world leader.'¹

'Six of the 20 best selling drugs in the world are now British-made and four of the world's 20 biggest pharmaceutical companies are British.'²

It is estimated that in 1991, Britain's pharmaceutical industry achieved for the UK economy, a trade 'surplus' with the rest of the world of over £1,200 million - nearly a 10 per cent increase on the previous year.²

¹ The Sunday Times, 5 January 1992

² Estimate based on figures for the first 10 months of 1991



THE BRITISH PHARMACEUTICAL INDUSTRY
HELPING TO KEEP BRITAIN HEALTHY

BBC 1

- 8.00 Cee-fax (45805) 8.30 Breakfast News (50925669)
9.05 Kilroy. Robert Kilroy-Silk chairs a studio discussion on working papers (458222) 9.50 Hot Chefs. Ruth Rogers and Rose Gray prepare recipes for a studio audience (2153331)
10.00 News. Regional news and weather (527305) 10.06 Playdays (s) (3051447) 10.25 Stopped and Tidyup (r) (761882) 10.35 No Kidding. Family quiz (s) (1816350)
11.00 News. regional news and weather 11.05 Rosemary Conley. Help in motivating oneself to begin a diet (746331) 11.30 People Today presented by Miriam Stoppard and Adrian Mills (8915089)
12.20 Pebble Mill. Music and chat show introduced by Jill Spiers (3175391) 12.55 Regional News and weather (7243911)
1.00 One O'Clock News and weather (91911)
1.30 Neighbours. (Cee-fax) (s) (2577422) 1.50 Going for Gold presented by the inimitable Henry Kelly (1572058)
2.15 Knights Landing. West coast spin-off from the Dallas saga. Today, poor old Greg is at last reduced by Paige (725255) 3.00 The Odd Couple. Comedy series based on the hit Broadway play by Neil Simon about a pair of ill-matched apartment sharers. Starring Jack Klugman and Tony Randall (878553) 3.25 Bazaar presented by Nerys Hughes (748060)
3.50 Barney (r) (4460263) 3.55 Radio Roo. Episode four of the 13-part comedy drama (s) (6232114) 4.10 Jackanory. Joss Ackland with part one of Michael Morpurgo's *Mr Nobody's Eyes* (9436282) 4.25 Fantastic Max (r) (1447911) 4.35 Teenage Mutant Hero Turtles. (Cee-fax) (9534263)
5.00 Newsweek presented by Juliet Morris and Krishnan Guru-Murthy (1397114) 5.10 Blue Peter (Cee-fax) (s) (7454176)
5.35 Neighbours (r). (Cee-fax) (s) (483640) Northern Ireland. Inside Ulster
6.00 Six O'Clock News with Peter Sissons and Moira Stuart. (Cee-fax) Weather (973)
6.30 Regional News Magazines (553). Northern Ireland. Neighbours for election year. This week it is the turn of the Liberal Democrats, represented by Alan Beth, Matthew Taylor, Jim Wallace and Simon Hughes, to face the audience of young people (s) (9621)
7.30 Watchdog. Consumer affairs (737)
8.00 May to December. Age-gap comedy romance starring Anton Rodgers and Lesley Dunlop (r). (Cee-fax) (5688)



Pollinator and seed distributor: defending the fruit bat (8.30pm)

- 8.30 Wildlife On One: Flying Foresters.
● CHOICE: There are two kinds of bats, Sir David Attenborough helpfully informs us, and this film is about the bigger kind who are not found in Britain. They are known as fruit bats or flying foxes. Both descriptions are accurate. As fruit eaters they can do enormous damage to crops and are widely regarded as pests. In Thailand they also make a tasty meal and are held to be good for asthma. The film mounts a sturdy defence of the fruit bat, as a pollinator and a distributor of seeds. As well as destroying fruit, the bats also play a crucial role in producing it. Some 70 per cent of the fruit sold in the markets of South-East Asia comes from plants which depend on bats for the pollination. The message is wrapped in the usual quality footage, including scenes of mating and slaughter without which no *Wildlife On One* would be complete. (Cee-fax) (s) (4176)
9.00 Nine O'Clock News with Michael Buerk. (Cee-fax) Regional news and weather (5319)
9.30 Panorama. Before flying off to meet the prime minister in London and to confer with the United Nations security council in New York, the Russian president, Boris Yeltsin, is interviewed by David Dimbleby in Moscow (77011)
10.10 Match of the Day: The Road to Wembley. Highlights of one of tonight's FA Cup fourth round ties (328089). Northern Ireland (11.30) Skilful
10.55 Cagney and Lacey: Dedication to Duty. Another adventure for the New York policemen (r). (Cee-fax) (417027)
11.45 Skilful. Advice on jobs and training (r) (s) (751756). Northern Ireland (12.10-12.45) Match of the Day
12.15am Weather (6755022) 12.20 Close
2.00 The Way Ahead. The second programme in the series explaining April's new benefits for disabled people (8748645). Ends at 2.15

BBC 2

- 8.00 Breakfast News (1024008) 8.15 Westminster (1007331)
8.30 Ant and Dec. Michael Newman visits a Cornish manor on Bodmin Moor, overlooking the village of Bland, the home of Beryl and Michael Ward-Lee (r) (27114)
9.00 Daytime on 2. Educational programmes
9.00 News and weather (1817206) followed by Storytime (r) (70687602)
2.15 Regional Westminster Programmes (r) (493379). Northern Ireland: Harry and the Hendersons 2.45 Bitten by the Bug. Professor Erik Holm continues his exploration of the insect world (4932114)
3.00 News and weather (4498378) followed by Songs of Praise from Shrewsbury (r). (Cee-fax) (s) (1179737) 3.40 I Could Be That Setting up an on-line catering service (8012737) 3.50 News. regional news and weather (8001621)
4.00 Catchword presented by Paul Cole (s) (466)
4.30 Fatal Attraction. Richard Unwin investigates the seeming fascination in the Midlands for trespassing and vandalism on the railways (r) (350)
5.00 Behind the Headlines presented by Jane Corbin (7027)
5.30 Film 92 with Barry Norman (r) (s) (602) 5.00 A Question of Sport (r). (Cee-fax) (s) (643)
6.30 Great Sporting Moments. Torville and Dean's 1992 world championship free-dance programme (r) (906737)
6.40 DEF II begins with The Fresh Prince of Bel Air. Adventures of a streetwise inner-city Pittsburgh youth who goes to live with his wealthy relatives in affluent California (758899) 7.05 Open to Question. Tom Sutcliffe, the Scots-born American hostage released in Lebanon last year, is questioned by an audience of young people (48718)
7.40 Voices From the Past. Stage of the South - Antarctica 1929 (r). Polar explorer Sir Douglas Mawson introduces his account of a voyage to Antarctica (871602)
8.10 Horizon in Search of the "Noble Savage".
● CHOICE: Primitive peoples are often called the world's original environmentalists, though it is not a compliment they necessarily accept. David Malone's new programme claims in relation to the American Indian, among its other stereotypes, such as noble savage and fearless warrior, the Indian has been seen as the guardian of mother Earth. Rayna Green, an anthropologist and Cherokee Indian, thinks the labelling of Indians as the first ecologists has to do with the grief of modern man over his inability to control the universe. The film attempts to assess the ecological track record of the Indians from the Badlands of Nebraska to the Chaco Canyon of New Mexico. At the same time it looks at contemporary Indians, including Sioux rangers learning modern wildlife management and Hopi tribes who want the convenience of electricity but refuse to plug into the white man's power lines. (Cee-fax) (s) (368905)



The creator of Desert Island Discs: Roy Plomley (9.00pm)

- 9.00 Arena: Desert Island Discs.
● CHOICE: Any celebration of 50 years of *Desert Island Discs* should properly focus on the gnomish man who invented the show and took it through its first few decades. Anthony Wall's delightful film does just this, being as much a portrait of Roy Plomley as of his creation. It plays Plomley at his own game by setting him on a desert island, specially created in Ealing studios. It eavesdrops on his unvarying routine of eight records, a book and a luxury, as conducted with Frankie Howard, Paul McCartney and J.K. Galbraith. Devotees will notice how the style has changed since Plomley's death. He was far too courteous to ask his guests about their preferences and their broken memories. But the formula remains intact, exactly as Plomley thought it up in a cold bed during the second world war. Wall's film, first shown in 1982, has been updated to include the latest castaways. John Major (r) (7244)
10.00 The Pallbearers' Revue. Comedy with magic series presented by Jerry Sawditz (s) (85331)
10.30 Newsnight with Peter Seldon (97973)
11.15 The Little Show presents the myth of President Kennedy (s) (60718)
11.55 Behind the Headlines (r) (35330)
12.25am Weather (8708428)

BBC 4

- 6.00 TV-am (533282)
9.25 Keynotes. Music game show for teams, hosted by Alistair Davie (6070176) 9.55 Themes News (8456502)
10.00 The Time... The Place... With John Stapleton (5799486)
10.10 This Morning. Family magazine (9378621)
10.40 Rosie and Jim. Children's puppet entertainment (9278718)
12.30 News. (Cee-fax) Weather (5555334) 1.10 Themes News (3947334)
1.20 House and Away. Australian family drama. (Oracle) (61818447)
1.50 A Country Practice. Medical drama series set in an Australian outback town (6078621)
2.20 Themes Help. Jackie Spredy looks at week's community action programmes (4235637) 2.50 Families. Soap linking the north of England with Australia (1208927)
3.15 ITN News headlines (4408756) 3.20 Themes News headlines (4408688) 3.25 The Young Doctors (8784005)
3.55 Joale Smith. Children's drama series (4454602) 4.00 T-Bag and the Sunstones of Montana. Adventure. The great witch (4471379) 4.25 Ship 'n' Dale. Fantasy. Fantasy. Cartoon (2555555) 4.50 Unleashed. Timmy Mallett learns how to recycle junk from the Antiques (s) (4524485)
5.10 Blockbusters presented by Bob Holness (8373282)
5.40 News with Fiona Armstrong. (Oracle) Weather (603621)
5.55 Themes Help. Jackie Spredy looks at care services for the elderly (940600) 6.00 Home and Away (r). (Oracle) (669)
6.30 Themes News. (Oracle) (621)
7.00 Wish You Were Here...? Judith Chalmers reports from Tenerife on self-catering and hotel holidays in the Playa de las Americas area. Josephine Buchanan is in Lisbon. John Carter samples the delights of Newquay; and David Bellamy adds to the tourist traffic in the Annapurna region of Nepal. (Oracle) (s) (1068)
7.30 Coronation Street. (Oracle) (805)
8.00 No Job for a Lady. Benign but often perceptive political comedy starring Penelope Keith as a Labour MP. (Oracle) (s) (1827)
8.30 The Evening Standard British Film Awards. Introduced by Clive Anderson from the Savoy hotel, London. The guest of honour is the Duchess of Kent (742550)
11.40 Regan. The Hawaii-based detective has to help his former wife and daughter to safety before they are assassinated. Starring Tom Selleck (949621)
12.30am Sportsweek Extra presented by Tony Francis. Includes highlights of the weekend's football, both domestic and European (89190)
1.30 Film: The Best Little Whorehouse in Texas (1982) starring Burt Reynolds and Dolly Parton. Anecdotal musical comedy based on the Broadway show about a confidence artist who comes down a Texas brothel. With Don Dal. Directed by Colin Higgins (43333)
3.30 American College Football. Rose Bowl contest (5335)
4.30 Stage 1. The bands A World Apart and The Farm in concert (s) (13954)
5.30 ITN Morning News with Tim Nelson (35645). Ends at 6.00

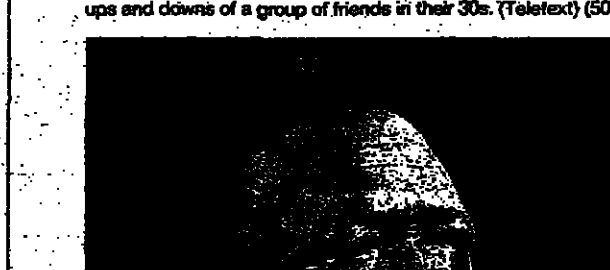


Lost and found: Amanda Redman with John Bird (9.00pm)

- 9.00 E.C.I.D.
● CHOICE: The Costa caper is back for a third series, having lost Alfred Molina, gained Amanda Redman and regained Kenneth Cranham. It seems a good deal. Molina is a fine actor but perhaps better suited to plumbing the tragic depths of John Ogden and Tony Hancock than coasting through a lightweight audience pleaser. Redman, playing the long-lost daughter of a former policeman and Costa elite John Bird, gives the show a highly watchable leading lady, while Cranham's one-mimed bandit was always to be relished. The pity is that the changes have been launched with a lacklustre script which seems to take an age to come to its predictable point and relies too much on standard B-movie villains. There is a good running joke involving a cardboard cut-out of Eurydice host Jim Bowen but otherwise it is tepid fare. (Oracle) (s) (4396)
10.00 News at Ten with Alistair Stewart and Julia Somerville. (Oracle) Weather (25465) 10.30 Themes News (567331)
10.40 The Evening Standard British Film Awards. Introduced by Clive Anderson from the Savoy hotel, London. The guest of honour is the Duchess of Kent (742550)
11.40 Regan. The Hawaii-based detective has to help his former wife and daughter to safety before they are assassinated. Starring Tom Selleck (949621)
12.30am Sportsweek Extra presented by Tony Francis. Includes highlights of the weekend's football, both domestic and European (89190)
1.30 Film: The Best Little Whorehouse in Texas (1982) starring Burt Reynolds and Dolly Parton. Anecdotal musical comedy based on the Broadway show about a confidence artist who comes down a Texas brothel. With Don Dal. Directed by Colin Higgins (43333)
3.30 American College Football. Rose Bowl contest (5335)
4.30 Stage 1. The bands A World Apart and The Farm in concert (s) (13954)
5.30 ITN Morning News with Tim Nelson (35645). Ends at 6.00

CHANNEL 4

- 6.00 Channel 4 Daily (6201824)
9.25 Schools (5023950)
12.00 Right to Reply introduced by Sheena McDonald. Debbie Jewish asks why Thames Television's *The Truth About Women* is transmitted at three in the morning (r). (Teletext) (s) (23338)
12.30 Business Daily. The latest news from the world's money markets, presented by Susanah Simon (30176)
1.00 Sesame Street. Entertaining early-learning series (28331)
2.00 Profiles of Nature: Animal Aliens. Biologist and film-maker Tom Stirling looks at the wide variety of rare and exotic animals from around the world that have adapted to life in the wilds of North America (35640)
3.00 The Late Late Show. Dublin's music and chat show presented by Gay Byrne (8008)
4.00 How Does Your Garden Grow? Philip Wood and David Wilson visit the garden of Shirley and John Beattie in Carrickmoss, Co. Dublin (r). (Teletext) (534)
4.30 Countdown. Richard Whiteley with another round of the words and numbers game (718)
5.00 Australian Football. Highlights from yesterday's Super Bowl (s) (1602)
6.00 The Cosby Show. American domestic comedy (811)
6.30 Tonight with Jonathan Ross. The guests are Paula Yates talking about motherhood, hypnotherapist Robert Fargo, and Jenny Eclair who recently underwent breast hypnotherapy treatment. Music is provided by Smokey Robinson (253)
7.00 Channel 4 News. (Teletext) Weather (55763)
7.50 Comment (21243)
8.00 Brookside. Soap set in a Merseyside close. (Teletext) (s) (8379)
8.30 Diamond's. Last night's sharp comedy set in a Peckham barber's shop. Starring Norman Beaton. (Teletext) (s) (8094)
9.00 The Falklands War: Trusting in Luck. Part three of the excellent history of the Falklands conflict examines the vulnerability of the British fleet with the lack of early warning radar and the demise of HMS Sheffield. (Teletext) (5644)
10.00 24 Hours. A documentary series charting the ups and downs of a group of friends in their 30s. (Teletext) (5027)



Musical solidarity against apartheid: Hugh Macleod (11.00pm)

- 11.00 Global Images: Blue Notes and Eddie Velez. A documentary about South African exile who opposed apartheid and used music as a means of resistance and solidarity. Among those taking part are Prince Sisi, the Hugh Macleod Band, Louis Moholo, the Brotherhood of Breath and the Mervin Africa Quintet (s) (70831)
12.05am Tonight with Jonathan Ross. Shown at 6.30 (4638751)
12.35 Film: The Old Sorcerer and the Vagabond (1987). The first feature film of Martinique director, Julius Amade Laou. A haunting tale of an old Martinique couple in service who come to France with their colonial master. In French with English subtitles (3961119). Ends at 2.00

VideoPlus+ and the Video PlusCodes:
The numbers now appearing next to each TV programme listing are Video PlusCodes numbers, which allow you to instantly programme your video recorder with a VideoPlus+ handset. VideoPlus+ can be used with most videos. Tap in the Video PlusCode for the programme you wish to record. For more details call VideoPlus on 028 12124 (calls charged at 40p per minute plus 30p per call) or write to VideoPlus, VTM Ltd, 77 Fulham Palace Road, London W6 8JA. VideoPlus (V), Pluscode (P) and VideoPlus are trademarks of Gemstar Marketing Ltd

ITV VARIATIONS

ANGLIA

As London except: 2.00pm-2.50 Graham Kerr (4235373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

BORDER

As London except: 2.00pm-2.50 The Spectacular World of Guinness Pipers (4235373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

CENTRAL

As London except: 2.00pm-2.50 Graham Kerr (4235373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

EAST OF ENGLAND

As London except: 2.00pm-2.50 Graham Kerr (4235373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

EAST OF ENGLAND

As London except: 2.00pm-2.50 Graham Kerr (4235373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

EAST OF ENGLAND

As London except: 2.00pm-2.50 Graham Kerr (4235373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

EAST OF ENGLAND

As London except: 2.00pm-2.50 Graham Kerr (4235373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

EAST OF ENGLAND

As London except: 2.00pm-2.50 Graham Kerr (4235373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

EAST OF ENGLAND

As London except: 2.00pm-2.50 Graham Kerr (4235373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

EAST OF ENGLAND

As London except: 2.00pm-2.50 Graham Kerr (4235373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

EAST OF ENGLAND

As London except: 2.00pm-2.50 Graham Kerr (4235373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

EAST OF ENGLAND

As London except: 2.00pm-2.50 Graham Kerr (4235373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

EAST OF ENGLAND

As London except: 2.00pm-2.50 Graham Kerr (4235373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

EAST OF ENGLAND

As London except: 2.00pm-2.50 Graham Kerr (4235373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

EAST OF ENGLAND

As London except: 2.00pm-2.50 Graham Kerr (4235373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

EAST OF ENGLAND

As London except: 2.00pm-2.50 Graham Kerr (4235373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

GRANADA

As London except: 1.50pm-3.15 Martrap (1177584) 3.25-3.55 Sons and Daughters (8735373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

GRANADA

As London except: 1.50pm-3.15 Martrap (1177584) 3.25-3.55 Sons and Daughters (8735373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

GRANADA

As London except: 1.50pm-3.15 Martrap (1177584) 3.25-3.55 Sons and Daughters (8735373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

GRANADA

As London except: 1.50pm-3.15 Martrap (1177584) 3.25-3.55 Sons and Daughters (8735373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

GRANADA

As London except: 1.50pm-3.15 Martrap (1177584) 3.25-3.55 Sons and Daughters (8735373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

GRANADA

As London except: 1.50pm-3.15 Martrap (1177584) 3.25-3.55 Sons and Daughters (8735373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

GRANADA

As London except: 1.50pm-3.15 Martrap (1177584) 3.25-3.55 Sons and Daughters (8735373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

GRANADA

As London except: 1.50pm-3.15 Martrap (1177584) 3.25-3.55 Sons and Daughters (8735373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

GRANADA

As London except: 1.50pm-3.15 Martrap (1177584) 3.25-3.55 Sons and Daughters (8735373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

GRANADA

As London except: 1.50pm-3.15 Martrap (1177584) 3.25-3.55 Sons and Daughters (8735373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

GRANADA

As London except: 1.50pm-3.15 Martrap (1177584) 3.25-3.55 Sons and Daughters (8735373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

GRANADA

As London except: 1.50pm-3.15 Martrap (1177584) 3.25-3.55 Sons and Daughters (8735373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

GRANADA

As London except: 1.50pm-3.15 Martrap (1177584) 3.25-3.55 Sons and Daughters (8735373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

GRANADA

As London except: 1.50pm-3.15 Martrap (1177584) 3.25-3.55 Sons and Daughters (8735373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

GRANADA

As London except: 1.50pm-3.15 Martrap (1177584) 3.25-3.55 Sons and Daughters (8735373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

GRANADA

As London except: 1.50pm-3.15 Martrap (1177584) 3.25-3.55 Sons and Daughters (8735373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

ITV VARIATIONS

ANGLIA

As London except: 2.00pm-2.50 Graham Kerr (4235373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

BORDER

As London except: 2.00pm-2.50 Graham Kerr (4235373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)

CENTRAL

As London except: 2.00pm-2.50 Graham Kerr (4235373) 8.25-9.10 Ant and Dec (41482) 10.40 Relationships (85553) 11.10 The Evening Standard Film Awards (178940) 12.10-12.30 Terrorism (8735954)